

Spotlight



AMAZING

COMPANY



RECORDS

AGENT
COUNT

Net ALR

SUBMITTING
AGENTS



Roger Smith
President & Chief Executive Officer
AIL & NILICO

A Month for the Books

Our business in life is not to get ahead of others, but to get ahead of ourselves — to break our own records, to outstrip our yesterday by our today.
— Stewart B. Johnson

In 1951, the same year that American Income was founded, a man named Sir Hugh Beaver was bird hunting in Ireland. After missing a plover, a small game bird, he became involved in an argument with other members of the hunting party regarding which species of European game bird could fly the fastest, the plover or the red grouse. The argument continued into the evening as the hunting party adjourned to a local pub.

The question was still not answered when Sir Hugh returned to his job as chairman of the Guinness Brewery. He discovered that no reference book existed to settle the question. He also knew that there must be numerous other questions debated nightly in pubs throughout Ireland and abroad, but there was no book in the world with which to settle arguments about records. He realized then that a book supplying the answers to this sort of question might be successful.

That was a bit of an understatement. The Guinness Superlatives, today known as Guinness World Records (it's not just a book anymore), became an instant success and remains the definitive source for the biggest, smallest, fastest, longest, loudest, etc., of just about anything you can imagine. From Christopher Irmscher, the fastest person to complete a 100-meter hurdle event wearing swim fins to Smokey, a cat in England that has the loudest purr ever recorded for a domestic cat, Guinness World Records recognizes all sorts of achievements from the impressive to the truly odd.

The Guinness Book of World Records itself holds a world record as the best-selling copyrighted book of all time, and is one of the most frequently stolen books from public libraries in the United States.

This month's *Spotlight* serves as AIL's own Book of World Records as we recognize the best September in our company's history. Double-digit growth over September of last year, double-digit growth over the same quarter of last year, double-digit growth year-to-date, double-digit growth in the number of folks coded, and record high agent count — all this adds up to a month for the books and a record worth flaunting.

Besides ending the month and the 3rd Quarter admirably, this propels us into the final quarter of 2014 in a position of strength to end the year in high gear, which in turn sets us up to kick-start 2015. All-in-all, there is cause for celebration and excitement for what is to come.

Journalist Anatole France once wrote, "To accomplish great things we must not only act, but also dream; not only plan, but also believe." I'm sure a few Guinness World record holders were told that what they were attempting was impossible. But I still believe in our ability to not only meet our ambitious goals in the timeframe we've set, but to surpass them... one record-breaking month at a time.

Congratulations on a killer month.

By the way, Sir Hugh won the argument. The plover is the fastest game bird in Europe.

■ spotlight

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sga career track New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.

total bonuses paid out

This month AIL and NILICO paid a total of \$3,216,087 in bonuses. For more information on the monthly bonuses, turn to Page 30-37.

Total: \$3,216,087

required retention rate

Effective Jan. 1, 2014, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first nine months. The rates listed below are for *Spotlight* recognition only.

Retention:	69.0%
Net to Gross:	78%

dates to remember

eApp business and paper applications subject to the **7 day hold** should be uploaded or sent to Home Office by **Friday 11/21** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Monday 11/24**. eApp business excluded from the 7 day hold should be uploaded by **Wednesday 11/26** before 2:00 p.m. CST to count for **November** production.

*look for the asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2015 Awards Presentation are: the top SGA from each category based on YTD First Six Month Objective Percentage plus YTD Net ALP growth percentage, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers, the top two PR Representatives from each category, and the top three PR Managers. You can view the 2015 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to stay at the wonderful Manchester Grand Hyatt in sunny San Diego, California! The convention will be held May 14-17, 2015.*



PR summit

pg. 12-13



leadership academy

pg. 16



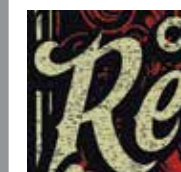
closer to the heart

pg. 17



new LAB member

pg. 18



company records

pg. 19



LOOK FOR ME!

★ AGENT TENURE BONUS ★

2014



NO AGENT LEFT BEHIND

SEPTEMBER BONUS PAYOUT: **\$276,750** SEPTEMBER BONUS QUALIFIERS: **277**

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Nunuiasolelei Alfreduipa	\$1,500	Thomas Frank	\$1,500	Erin Nicole	\$1,500	Jeffrey Winokur	\$1,500
Nichelle Alves	1,500	Matthew Frost	1,500	Felicity O'Halloran	1,500	Desiree Woolbright	1,500
Kevin Amador	1,500	Cristian Garavito	1,500	Tessa Olexo	1,500	John Youkhanna	1,500
Marian Antar	1,500	John C Garrett	1,500	Francys Oliva Molina	1,500	Deante Young	1,500
Manthajini Balendran	1,500	Leonard Gilbert	1,500	Marc Perea	1,500	Taylor Adolph	1,250
Cindy Blount	1,500	Peggy Gonzalez	1,500	Jennifer Perez	1,500	Luisa Ahololei	1,250
Jennifer Brewer	1,500	Eric Gyasi	1,500	Tagan Pollock	1,500	Lasela Alatimu	1,250
Jamie Brown	1,500	Dannielle Harris	1,500	Kesline Previl-Francois	1,500	Gil Arroyo	1,250
Eduardo Cardenas	1,500	David Herman	1,500	Britney Radix	1,500	Ran-D Baldwin	1,250
Oscar Carter	1,500	Linda Jarrous	1,500	Louis Reed	1,500	Ricardo Benson	1,250
Kristen Celestine	1,500	Jamaar Jones	1,500	Jordan Rego	1,500	Terrence Brown	1,250
Derek Colbert	1,500	Kotoni Kava	1,500	Jessica Rhoades	1,500	Michael Cain	1,250
Andrew Colegrove	1,500	Joshua Kershaw	1,500	Carima Robinson	1,500	Devan Cameron	1,250
Kenneth Cook	1,500	Ilya Khanimov	1,500	Ryan Seigh	1,500	Christopher Castellon	1,250
Briana Cooper	1,500	John Koltay	1,500	MacNaudy Sejour	1,500	Amy Chapman	1,250
Lindsey Dettwiller	1,500	Daniel Larocque	1,500	Alexander Shpirt	1,500	Allison Cole	1,250
Jarrell Drane	1,500	Nicholas Lasala	1,500	James Singleton	1,500	Sean Crampton	1,250
Heidi Duncan	1,500	James Lawson	1,500	Jacob Skinner	1,500	Eric Credle	1,250
Benjamin Edwards	1,500	Carl Lindsay	1,500	Kamal Tayyib	1,500	Jacob Davis	1,250
Abdelaziz Farsakh	1,500	Jebb Lyons	1,500	Joseph Tesone	1,500	Craig Deeken	1,250
Liliana Felix	1,500	Edward Marin	1,500	Brian Thai	1,500	Tyler Disch	1,250
Omar Fernandez	1,500	Alvin Massenburg	1,500	Paul Tragis	1,500	Amy Donaghy	1,250
Mele Finau	1,500	Constancia Mercedes	1,500	Neil Washnock	1,500	Emily Duykers	1,250
Michel Fire	1,500	Sharon Neufeld	1,500	Jadelene Welty	1,500	Juan-Daniel Florez	1,250

► Eligibility must occur in the 3rd, 4th or 5th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on agent's first application date in the system. Hire month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month.

► This bonus will be effective after January 2014 AP&P Reports have been run. First payment with new guidelines will be in February 2014.

► Agent must have minimum of 86% Net-to-Gross in month 3 and 82% Net-to-Gross in months 4 and 5.

*Qualifications and guidelines are on the ARC.

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Daniel Franke	\$1,250	Yolanda Taylor	\$1,250	Mark Graziano	\$500	Manuel Salamanca Leon	\$500
Erma Garza	1,250	Martha Tillman	1,250	Matthew Grewell	500	Vicki Schettler	500
Shaun Gillespie	1,250	Alisi Tuifua	1,250	John Griffin	500	George Shafiek	500
Leonard Glover	1,250	Juanita Uilelea	1,250	Juan Gutierrez-Nunez	500	Andrew Siebert	500
Phillip Goodwin	1,250	Mark Vancosky	1,250	Ana Haisila	500	Austin Smith	500
Jamesha Gross	1,250	Justin Vaughn	1,250	Gillian Harris	500	Randolph Smith	500
Reginald Guercin	1,250	Robert Warmack	1,250	Sierra Healy	500	Shelby Smith	500
Herbert Halalilo	1,250	Robert Weaver	1,250	Nancy Heath	500	Elizabeth Stowers	500
Megan Haynes	1,250	Wei Xing	1,250	Joshua Hunt	500	Tatiana Stoyanova	500
Mandy Johnson	1,250	Charlemagne Yu	1,250	Simone Hunter	500	Heulett Suggs	500
Amanda Kaphingst	1,250	Elliott Zettas	1,250	Ronald Issler	500	Michelle Sweeney	500
Stephanie Kell	1,250	Alicia Albright	500	Torrance Jacko	500	George Taramas	500
Junbin Koh	1,250	Velonika Ale	500	Rashawn Jacobs	500	Villami Tiseli	500
Keith Kreyling	1,250	Wilson Allen	500	Ayrlahn Johnson	500	Kaloni Tohi	500
Matthew Kurey	1,250	Alisha Armand	500	Edclay Joiner	500	Pau Touta	500
Catherine Labelle	1,250	Erik Bertsch	500	Chad Kaczinski	500	Robin Tryzbiak	500
Zachary Lakatos	1,250	Luke Biereonwu	500	Mark Kelsch	500	Antonina Tusivili	500
Jessica Lowry	1,250	Matthew Bilodeau	500	Jonathan Kinnard	500	Edless Vance	500
Theresa Marcellissen-Zehr	1,250	Anse Blake	500	Kyle Kmiecik	500	Jaclyn West	500
Joan Maxwell	1,250	Aaron Blanchard	500	Ronald Lackey	500	Chavelia Williams	500
Michael May	1,250	Alex Boachie	500	Ryan Lavoie	500	Lori Williams	500
Kelly McAdams	1,250	Kevin Bomar	500	Orema Lee	500	Wanda Williams	500
Ezekiel Mojica	1,250	Austin Brennan	500	Nella Lejeune	500	Derrick Wright	500
Elisabeth Musarra	1,250	Benjamin Brott	500	Melissa Lewis	500	Paul Yagual	500
London Nelson	1,250	Shari Browder	500	Bryant Logan	500	Curtis Young	500
Chien Nguyen	1,250	Kenneth Brown	500	Phillip Luci	500		
Terrance Norfleet	1,250	Taylor Brown	500	Kera Ludwig-Monroe	500		
Joel Nunez	1,250	Erin Buchanan	500	Thomas Lypps	500		
Matthew Obringer	1,250	Anthony Burke	500	Suzette Mangol	500		
Michael O'Donnell	1,250	Allison Cate	500	Morgan Marshall	500		
Derek O'Neal	1,250	Caroline Chambers	500	Michelle Martinez	500		
Elaine O'Neill	1,250	Ranjana Chopra	500	Maria Martucci	500		
Christabel Ornelas	1,250	Marissa Cobb	500	James Mason	500		
Carlos Pelayo	1,250	Jackson Correia	500	Bryana Mendes	500		
Jacquan Persley	1,250	Edward Crocker	500	Noah Miller	500		
Raymond Phillips	1,250	Keith Cunningham	500	Ronisha Moore	500		
Colin Quigley	1,250	Greg Deitz	500	David Moreno	500		
Jodi Raymond	1,250	Angel Delgado	500	Vincent Nicastro	500		
Elizabeth Rhodes	1,250	Marissa DelSanto	500	Lisa Normile	500		
Chandra Robinson	1,250	Laura Dennee	500	Adeola Obasanya	500		
Winifred Robinson	1,250	Brandon Derickson	500	Chantel Ormonde	500		
Anita Rogers	1,250	Justin Diaz	500	Todd Passan	500		
Pedro Santos	1,250	Philip Dwyer	500	Brenda Pilkinton	500		
Tammy Satchell	1,250	Vagi Epati	500	Deana Plaster	500		
Lamont Sheppard	1,250	Kurt Evans	500	Gregory Pomeroy	500		
Suzanne Sigler	1,250	Soana Feiloakitau	500	Nicholas Prefontaine	500		
Thomas Snow	1,250	Daniel Felsted	500	Yvette Quintana	500		
Somprathai Sopha	1,250	Sarah Ferguson	500	James Resch	500		
Shana Spears	1,250	Ryan Folck	500	Marquesha Rhodes	500		
Jason Swanson	1,250	Jasmin Gallaga	500	Sara Rios-Pacheco	500		
Zsolt Szirtes	1,250	Bryan Galligan	500	Siria Rodriguez	500		
Richard Tabanji	1,250	Jonathan Gibford	500	Amanda Rosales	500		

ANNIVERSARIES

34 Years of Service
Eric Giglione, SGA
32 Years of Service
Rick Altig, SGA
29 Years of Service
Ted Schilling, AGT
27 Years of Service
Angeles Ordas, AGT
23 Years of Service
David Hausman, SGA
Jinzhou Zhao, AGT
18 Years of Service
Joey Kennedy, AGT
16 Years of Service
Carl Boldon, MGA
Anthony Christian, AGT
Pamela Drury, AGT
Benjamin Mancillas, AGT
15 Years of Service
David Zophin, SGA
14 Years of Service
Eric Neal, SGA

13 Years of Service
Kevin Appasamy, RGA
11 Years of Service
Preston Foster, AGT
Matthew Hogan, SGA
Jack Keiderling, MGA
Matthew Melhorn, AGT
Corey Neff, SGA
10 Years of Service
Richard Barbour, RGA
Laura Fisher, SGA
Robert Hamilton, RGA
Eugene Kashkin, AGT
Sami Mogannam, GA
Moswen Taylor, SGA
9 Years of Service
Andrea Barenholtz, AGT
Jay Bentley, PR
Lamine Diakhate, AGT
Steven Stensrud, GA
Craig Strompf, MGA
8 Years of Service
Patrick Bendure, RGA

Andrew Haskins, AGT
John Keliher, PR
Orett Nelson, AGT
Jeffery Thiel, SGA
7 Years of Service
Viki Farr, PR
Stephen Jubrey, SGA
Ryan McIntosh, RGA
Timothy Watson, AGT
6 Years of Service
Dorian Brown, SGA
Matthew Girard, AGT
James Hill, RGA
Joshua Lenix, AGT
Tien Nguyen, AGT
Stephanie Novel, AGT
Brian Ryan, PR
5 Years of Service
Maurice Baritz, AGT
Djenabou Diallo, AGT
Julia DiBartolomeo, PR
Lalitha Janardhanan, GA
Ariana Jones, MGA

Mark Kukielski, RGA
Vakhtang Nazaryan, AGT
Syed Quadri, RGA
Olga Tsymbal, AGT
4 Years of Service
Darrell Asbell, GA
Matthew Conrad, MGA
Scott Dillingham, AGT
Patrick Donovan, AGT
Miranda Mortensen, AGT
Maria Ramirez, AGT
Natalie Wagner, MGA
Brian Wallace, SA
3 Years of Service
Doug Arritt, AGT
Thomas Ashton, AGT
Andre Bent, MGA
Michelle Crowe, MGA
Donald Dowbor, MGA
Yussuf Elzein, MGA
Bryan Froneyberger, GA
Unique Hunnicutt, MGA
Leya Kirchstein, GA

Kyle Lewicki, GA
Lisa O'Donnell, AGT
Glaister Parke, GA
Polina Philbin, GA
Harrynarine Ramoutar, GA
Marian Sertler, RGA
Albert Serur, MGA
Danessa Seward, AGT
Kingsley Tazinya, SA
Gian Trinidad, SA
Mark Ziemlanski, SA
2 Years of Service
Mackenzie Ball, AGT
Daniel Bean, RGA
Juanita Burton, AGT
Ari Bykofsky, MGA
Corey Cox, MGA
Glenda Crump, SA
Matthew D'Agostino, AGT
Jacob DeBoer, GA
Bryan DePetro, GA
Annemarie Diola, SA
Brianna DiPietro, MGA

Rivka Erlich, AGT
Kalepi Fatai, AGT
Jamie Faulkner, GA
Jamey Haugen, MGA
Sashi Karan, SA
Moli Kaufusi, GA
Christian LaBoy, SA
Bryan Lewars, AGT
Thomas McCormick, SA
Anne Melville, AGT
Paulo Miranda, MGA
Cassandra Ragucci, GA
James Reddick, AGT
Robert Rowell, RGA
William Russell, SA
Alex Smith, AGT
Maria Soliz, MGA
Charles Stellabotte, SA
Ifeanyi Ufodu, SA
Sofia Valji, SA
Gjergji Zemblaku, AGT
1 Year of Service
Salamaana Ahkuoi, SA

John Alderson, AGT
Veronica Alvarado, SA
Valencia Anderson, SA
Linda Briseno, AGT
Nathan Brown, SA
Melissa Burt, SA
Alvaro Canales-Osorio, GA
Martial Charles, AGT
Ryan Cheverie, AGT
George Connell, SA
Dave Connor, AGT
Michael Cooper, PR
Angel Cordero, AGT
Paul Cossier, GA
Aaron Cox, GA
Megan Cox, SA
Cynthia Craig, GA
Raquel Craig, AGT
Guillermo Denis, AGT
Alfred DeRose, GA
Richard DuPree, AGT
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Jamiilee Eldridge, SA

Goran Elovsson, AGT
Delaine Folds, AGT
Melissa Foy, SA
Aryeh Freedman, AGT
Jeffrey Gilliana, SA
Mia Grant, AGT
Bradley Gray, GA
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Ronnie Hurst, SA
Andrew Hynan, MGA
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Lige Li, SA
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Deante Odom, SA
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George O'Shea, SA
Stephen Pladsen, SA
Tobe Pope, SA
John Reilly, AGT
Sergi Ruiz, GA
Rhiarna Russel, SA
Iris Saavedra-Garcia, SA
Kareen Sanders, SA
Raudel Santos, SA
Hugo Santos-Suarez, AGT
Jeremy Schroeder, SA
Kileen Silva, AGT

Lile Sitagata, AGT
Amanda South, GA
Stefan Sundstrom, GA
Dustin Surace, GA
Tiffani Tavormina, SA
Kayla Taylor, SA
Kelly Todd, AGT
Ramon Velasquez, GA
Juan Venegas, SA
Kim Walker, SA
Linwood Walker, SA
Justin Yankauskas, SA
Oliver Zettas, GA

PROMOTIONS

Regional General Agent
Pascal Amar
Dean Jensen
Dorothy Niederer
Minh Phung
Brandon Schwed
Sara Vaz
Timothy Wilson
Master General Agent
Jorge Alvarez
Christina Barbee
Laura Bayless
Kristen Brantley
Yihao Chen
Lori Dacyk
Brianna DiPietro

Ivonne Goodwin
David Guns
Jeffrey Hall
Claude Harriott
Jeffree Kawamoto
Sathnarine Kumar
Michael Loricidas
Randy Markland
Caroline Mikhail
Clara Paradis
Ernest Powell
David Rigney
Nichole Roderick
Drew Sharp
Cleopatra Sola
60% General Agent
Sharon Barnes
Oscar Betancourt
Corey Borden

Robert Brod
Janet Buckley
Leah Geiser
Jean Gordon
James Harding
Torrey Hardy
Calvin Irving
Dmitriy Kagan
Fran Kolos
Angelique Lavaly
Antonio Ramirez
Sergi Ruiz
Johanna Tolentino
Daniel Walton
Allen Watson
Huihann Wee
57.5% General Agent
Larry Alexander
Matthew Bell

Heather Berg
Elias Boles
Jocelyn Bolito
Sandra Byrd
Collette Chapman
Michael Cirelli
Paul Cossier
Zeydilliana Fargo
Ricardo Ferrer-Olivero
Magdalenne Franklin-Holmon
Peter Gabranski
Sean Hansen
Dan Ikei
Angel Martinez
Aaron McLean
Brandon Mogel
Nikolas Moreschi
Van Ortega
Anna Senra

Heather Sons
Paul Streater
Ashleigh Sweezo
Eric Torres
Jenna Valentine-Thomas
Jeremiah Wiskeman
55% Supervising Agent
Edward Aguilar
Zabehullah Ahmadi
Armando Aiello
Corina Araujo
Jonathan Banuelos
Christopher Castellon
Diego Chavez Arcia
Krystal Dalton
Barbara Evenson
Sophia Gibson
Kenneth Gipson
Jonathan Izquierdo-Rosito

Jessie Jennings
Ayrilahn Johnson
Kamili Johnson
Ronald Lackey
Hector Matos
Zane Moore
Lorenzo Morales
James T Morris
Keooudone Perose
Omar Sanchez
Jamie Schulz
Kamal Tayyib
Joseph Tierno
Zachary Vance
Aaron Voegel
Wanda Williams
James Wilson
Desiree Woolbright
Joel Yost

52.5% Supervising Agent
Alisha Anderton
Eric Armstrong
Gil Arroyo
Michael Ashton
Ricardo Benson
Giana Bernal
Adam Boggs
Aemarie Bracks
Ashley Brunt
Crystal Camacho
Constance Catinna
John Chia
Ranjana Chopra
Kevin Coats
Eric Credle
Charles Davidson
Derek DeProspero
Hillary DiPietro

Abdelaziz Farsakh
Sarah Ferguson
Danie Frenette
Samuel Geissing
Juan Gutierrez-Nunez
Edy Haddad
Cathleen Hairston
Patrick Huffman
Simone Hunter
Hannah Jeffcoat
Kelsi Jewell
Esmond Kaopuiki
Mark Kelsch
Cynthia King
Jonathan Kinnard
Wislaire Laurent
Elise Ludington
Todd Lytle
Suzette Mangol

Jacqueline Marte
Desiree Martin
Edward McBride
Daniel Mina
Joel Nunez
Fareedah Omar
Kashief Perkins
Raymond Phillips
Karen Powell
Erin Rementer
Joseph Romano
Christopher Ross
Cora Ruth
Erik Rydberg
Kylee Saldivar
James Santiago
Randy Schubert
Kelly Silvia
Austin Smith

David Smith
Tyler Souza
Richard Tabanji
Kay Teague
Brian Thai
Verneice Thomas
Edless Vance
Victoria Varney
Claretta Wakita
Lawrence Wallick
Kimberly Wenzel
Joshua West
Megan White
Derek Wilson

★★★★★
**ATTENTION
MGAs**
★★★★★

MGA AGENT RETENTION — BONUS PROGRAM —



Stephen Hill
\$3,500
Steve Friedlander



Ofa Tupouniua
\$3,250
Steve Friedlander



Britton Costa
\$3,150
Simon Arias



Ryan Bisanz
\$3,000
Brian Traboulay



Nicholas Moore
\$3,000
Oldham-Bianchi



Syed Quadri
\$3,000
Theodore Pappas

September Bonus Payout: **\$132,450**

September Bonus Qualifiers: **144**

NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Stephen Hill	\$3,500	James Keefer	\$1,500	Alfa Herpel	\$1,000	Matthew Diulus	\$500
Ofa Tupouniua	3,250	John Leggio	1,500	Brandi Hershey	1,000	Gabriel Feldmann	500
Britton Costa	3,150	Beau Locker	1,500	Henry Ingraham	1,000	Liam Flaherty	500
Ryan Bisanz	3,000	Rafi Nawabi	1,500	Jeffrey Kawamoto	1,000	Luay Ghawi	500
Nicholas Moore	3,000	Jonni Ng	1,500	Patrick Knouse	1,000	Joshua Jackson	500
Syed Quadri	3,000	Kyle Wrobel	1,500	Arthur McDonald	1,000	Jean Joseph	500
Angel Patryluk	2,750	Gevorg Yanukyan	1,500	Paulo Miranda	1,000	Alex Kae	500
Marc Salyaggi	2,750	Christopher Earle	1,350	Michael Musso	1,000	Avi Kauderer	500
Todd Glazer	2,250	Jorge Alvarez	1,250	Robert Nolan	1,000	Jack Keiderling	500
Zach Otto	2,250	Robert Kanaan	1,250	Doreen Ryan-Foti	1,000	Scott Kim	500
Nasr Quadri	2,250	David McCusker	1,250	Samantha Sliger	1,000	Thomas King	500
Claude Harriott	2,000	Matthew Parks	1,250	Lawrence Smith	1,000	Casey Kunash	500
David Schanuel	2,000	Spencer Rowland	1,250	Jimmy Tchen	1,000	Tim McAdams	500
Brian Zuzick	2,000	Martha Zelaya	1,125	Emmanuel Villasebor	1,000	Minh Phung	500
Justin Adams	1,750	Ibrahim Bah	1,000	Rodney Ward	1,000	Malay Prom	500
William Brookshire	1,750	London Burnett	1,000	Corey Helly	750	David Rigney	500
Arie Davis	1,750	Devon Chapman	1,000	Michael Mandella	750	Raymond Risucci	500
Harold Durana	1,750	Shawntae Collins	1,000	Bobby Swzawa	750	Christopher Rodriguez	500
Daniel Hartwig	1,750	Christopher Dicks	1,000	Erin Allen	500	Jessica Santamarina	500
Sean Velasquez	1,750	Dustin Dunlap	1,000	Brandon Baker	500	Craig Strompf	500
Anita Ferris	1,575	Herman Fennell	1,000	Mark Beckford	500	Steve Svendsen	500
John Conard	1,500	Aaron Friedlander	1,000	Patrick Bendure	500	Jinelly Urena	500
Michelle Crowe	1,500	Larry Giddens	1,000	Monica Brown	500	Daniel Villas	500
Michael Denton	1,500	Alexandra Graham	1,000	Carl Carlberg	500	Jessica Wilhite	500
Michael Gerstein	1,500	Daymon Green	1,000	Michael Clemente	500	Marisa Willgruber	500
Sharif Grays	1,500	Robert R Hamilton	1,000	Matthew Conrad	500	Jake Yagjian	500

HERE'S HOW IT WORKS:

The MGA Agent Retention Bonus rewards MGAs with Agents on their team who write \$4,000 Net ALP monthly in months 3-5 of their tenure. Here's how it works: If an Agent in MGA hierarchy writes a minimum of \$4,000 Net ALP in the 3rd month of tenure, the MGA gets \$250 bonus; in the 4th month, the MGA gets \$500 bonus; in the 5th month, the MGA gets \$1,000 bonus. All qualifiers listed achieved at least \$500 in bonus totals

Q3 PR CONTRIBUTIONS

- **A. Philip Randolph Institute** - Conference & Ad
- **Action Africa Health** - Donation for Ebola Crisis in Sierra Leone
- **AFSCME Local 420 District Council 37** - 60th Anniversary Gala & Ad
- **American Sustainable Business Council** - ASBC White House Summit
- **Americans United For Change** - Host Sponsor for an Event Honoring Sen. Tom Harkin & Rep. George Miller
- **Arizona Building & Construction Trades Unions** - All Charities Golf Tournament
- **Arizona State AFL-CIO** - Labor Day Sponsorship
- **BC Building Trades** - Ad
- **BC Federation of Labour** - Convention
- **BC New Democratic Party** - Silver Sponsor for Golf Tournament
- **California Labor Federation AFL-CIO** - Convention
- **Campaign For Migrant Worker Justice**
- **CBTU** - Scholarship
- **Central District Volunteer Firemen's Association** - Donation for Tuition Assistance
- **Central Indiana Labor Council** - Indianapolis Labor Fest Donation
- **Chicago Building Trades** - Golf Tournament Sponsorship
- **Child Find BC** - Michael Dunahee Slow Pitch Softball Tournament of Hope Sponsorship
- **Children's National Medical Center** - Dr. Bear's Closet
- **CMRAVE** - Freedom Sponsor for Helmets to Hardhats
- **Contra Costa CLC** - Dinner & Ad
- **Cosmetology Association of New Brunswick** - Conference
- **Credit Union Executive Society, Michigan Council** - Summit
- **CWA 1040** - Convention & Breakfast Sponsorships
- **CWA 9423** - Education Fund Donation
- **CWA Georgia State** - Conference
- **DC Labor FilmFest**
- **Economic Policy Institute**
- **Employment Justice Center** - Labor Day Breakfast Sponsorship
- **Food & Drug Council** - Lady Luck Host Sponsorship
- **Georgia Credit Union Executives Association** - Golf & Reception Sponsorships
- **Guide Dogs of America** - Banquet & Golf Tournament Sponsorships & Ad
- **Hall of Fame CLC** - Scholarship & Ad
- **Harris County CLC** - Sponsor for Labor Day BBQ Cook Off
- **Hawaii Building & Construction Trades Council** - Labor Unity Picnic
- **IAM 947** - Hole Sponsor for the Gary R. Allen Invitational Guide Dogs Golf Tournament
- **IAM District Lodge 190** - Guide Dogs of America Lobster Feed
- **IBEW 3rd District** - Progress Meeting Sponsorship
- **IBEW 77** - Ad
- **IBT 117** - Unity Sponsor for the Puget Sound Sage Union Leadership Award Dinner
- **IBT 630** - Picnic Sponsorship
- **IBT 848** - Strike Fund Donation
- **IBT Women's Conference**
- **Illinois State AFL-CIO** - Labor & Politics Convention
- **Indiana AFL-CIO** - Ad
- **Innecity Struggle** - Dinner & Ad
- **Interfaith Worker Justice** - Convention
- **Italian American Labor Council** - Dinner & Ad
- **IUOE 3** - Contributing Sponsor for the Tom Stapleton Scholarship Golf Tournament
- **IUPAT** - Convention
- **IUPAT District Council 16** - PATCH Golf Tournament
- **Jobs With Justice** - Awards Celebration Sponsorship
- **LIUNA 652** - Bronze Sponsorship for the Southern California Laborers District Council Scholarship Golf Tournament
- **LIUNA Ontario Provincial District Council** - Hole Sponsorship for Golf Tournament
- **Massachusetts AFL-CIO** - Clambake Reception Sponsorship
- **Massachusetts Coalition of Police** - Convention & Raffle Prize
- **Metropolitan Baltimore Council of Unions** - Golf Tournament Sponsorship
- **Michigan Snowmobile Association** - Scholarship
- **Minnesota AFL-CIO** - Convention
- **Minnesota AFL-CIO** - State Fair
- **Missouri AFL-CIO** - Ad
- **New Brunswick Federation of Labour** - Dave Barrett Scholarship Donation
- **New Mexico Federation of Labor AFL-CIO** - Labor Day Sponsorship
- **New York State AFL-CIO** - Ad
- **New York State Allied Printing Trades Council** - Hospitality Suite Co-Host
- **New York State Association of Fire Chiefs** - Meeting Sponsorship
- **New York State Rifle & Pistol Association** - Ad
- **New Zealand Labour Party**
- **Newfoundland and Labrador Federation of Labour** - Dave Barrett Scholarship Donation
- **North Carolina Fraternal Order of Police** - State Conference
- **North Central States Regional Council of Carpenters** - Scholarship
- **North Shore Federation of Labor** - Good Friend Sponsor for the Labor Day Festival
- **Northeastern Illinois Federation of Labor** - Full Page Ad - Person of the Year Celebration
- **Northwest Ohio Labor Fest Sponsorship**
- **Nova Scotia Federation of Labour** - Golf Tournament Sponsor
- **OPEIU 32** - 2014 Stewards Educational Luncheon & Ad Sponsorships
- **Orange County CLC** - Labor Day Picnic Sponsorship
- **Ottawa & District Labour Council** - Labour Day Parade Sponsorship
- **Philadelphia Council of the AFL-CIO** - Labor Day Parade Sponsorship
- **Rockford United Labor** - Bronze Sponsor for the Labor Day Festival
- **Sacramento CLC** - Tom Lawson Community Impact Golf Tournament
- **Saskatchewan Building Trades** - DADS Golf Tournament Hole Sponsorship
- **Savannah Regional CLC** - Gold Sponsorship for the Labor Day BBQ
- **SEIU Healthcare Michigan** - Gold Sponsor for the Scholarship Golf Tournament
- **SMWIA** - Steel Page Sponsor for the Edward Carlough Golf Tournament
- **South Carolina AFL-CIO** - Scholarship
- **St. Joseph College Seminary** - Dinner & Ad Sponsorships
- **Tavern League of Wisconsin** - Fall Convention
- **Tennessee AFL-CIO Labor Council** - Member Sponsorship
- **Texas AFL-CIO** - Golf Tournament Sponsor
- **The American Ireland Fund** - Silver Sponsor for an Event Honoring John Sweeney
- **UAW** - Scholarship
- **UFCW 135** - Hole Sponsor for the 2014 Charity Golf Classic
- **UFCW 1459** - Silver Sponsor for the Charitable Foundation Golf Classic
- **UFCW 1473** - Leukemia and Lymphoma Society Donation
- **UFCW 1995** - Gold Sponsor for the Leukemia Fundraiser Golf Tournament
- **UFCW 23** - Gold Sponsor for the Carl C. Huber Memorial Classic Golf Tournament
- **UFCW 5** - The Labor Foundation for Working Families Golf Tournament Sponsorship
- **UMWA Retirees** - Region 1 Retiree Picnic Sponsorship
- **UNIFOR Ontario Provincial Forestry Council** - BBQ Sponsorship
- **United Steelworkers of America** - District 1 - Poker Run Sponsorship
- **USACTION Progressive Leadership Awards** - Silver Sponsorship
- **Utah Labor Day Picnic** - Silver Sponsorship
- **UWUA 369** - Scholarship Golf Tournament
- **Virginia AFL-CIO** - Constitutional Convention Sponsor
- **Winnipeg Labour Council** - Labour Day Picnic Sponsorship
- **Young Workers of California** - Young Worker Rising Block Party

Contributions listed are from May through August.

CODES

Code – \$900 contract-to-date new agent

The minimums for recognition are:
SA & GA – at least two codes during the month
MGA – at least three codes during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new agents who were coded under their hierarchy for the month.

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Chelsie Young	12	Sabrina Lloyd	Matthew Kader	2	Simon Arias	Brenton Patterson	2	Zachary Hart	Ronald To	2	Brian Traboulay
Joshua Krueger	6	Richard Correa	Tony Wibowo	2	Simon Arias	Immacula Jacques	2	David Hausman	James Cassie	2	Williams-Zophin
Jerricho Call	6	Sabrina Lloyd	John Barnes	2	Brandon Cooley	Kyle Mitchell	2	David Hausman	Daren Davis	2	Williams-Zophin
Christina Meyer	5	Sabrina Lloyd	Bethany Dibble	2	Richard Correa	Michelle Martinez	2	Matt Henderson	Samantha Earle	2	Williams-Zophin
Sandra Sandoval	5	Sabrina Lloyd	Kimberle Spooner	2	Richard Correa	Reinaldo Martinez	2	Matt Henderson	Boris Mendes	2	Williams-Zophin
Duane Shaw	5	Sabrina Lloyd	Tyler Storie	2	Richard Correa	Lawrence Sanchez	2	Marko Jankovic			
Regina Trotter	4	Dorian Brown	Elliott Zettas	2	Richard Correa	Thomas Anthony	2	Chris La Fond			
Patricia Cicerale	4	Gigliione-Ackerman	Benjamin Gonzalez	2	Laura Fisher	Jeremy Schroeder	2	Sabrina Lloyd			
James Santiago	4	Corey Neff	Julian McClain	2	Laura Fisher	Aaron Voege	2	Eric Neal			
Hirenkumar Patel	4	Surace-Smith	Michael O'Donnell	2	Laura Fisher	Min Mitchell	2	Bob Olson			
Paul Zuzick	3	Laura Fisher	Edwin Rosa	2	Laura Fisher	Sandra Byrd	2	Chad Panzer			
Adem Abdula	3	Gigliione-Ackerman	Pauline Cresswell	2	Steve Friedlander	Frank Cordaro	2	Theodore Pappas			
Jahhad Crawley	3	Gigliione-Ackerman	Lineti Pasikala	2	Steve Friedlander	Donte Grant	2	Theodore Pappas			
Maria Mastrodimas	3	Gigliione-Ackerman	Mikaela Keifer	2	Andrew Chambers	Cindy Furer	2	Philip Prata			
Edmond Lee	3	Sabrina Lloyd	Joan McKee	2	Gigliione-Ackerman	Kingsley Ke-Eh Tazinya	2	Dan Rubio			
Richard Pazak	3	Bob Olson	Delores Aguilera	2	Steve Greer	Lynne Hebert-Ouellette	2	Imran Satti			
Christian LaBoy	3	Theodore Pappas	Steve Bryant	2	Steve Greer	Michael Nowak	2	Imran Satti			
Tyler Dean	3	Williams-Zophin	Donald Hill	2	Steve Greer	Davelle Heath	2	Surace-Smith			
Johnathan Hernandez	2	Altig-Orlovic	Jeffrey Lewis	2	Steve Greer	Travis Kovach	2	Surace-Smith			
Erin Nicole	2	Altig-Orlovic	Sofia Valji	2	Steve Greer	Arien Seemann	2	Surace-Smith			

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Enrique Sandoval	11	Sabrina Lloyd	Mildred Machuca	3	Cindy Furer	Sokol Fazliu	2	Simon Arias
Robert Schneiderman	10	Sabrina Lloyd	Meghan Modrak	3	Cindy Furer	Michael Russin	2	Simon Arias
Jason Lee	8	Sabrina Lloyd	John McDougald	3	Gigliione-Ackerman	Jamie Winters	2	Simon Arias
Alon Fischer	8	Theodore Pappas	Stephen Giddens	3	Steve Greer	Jeremiah Wiskeman	2	Simon Arias
Shun Jackson	7	Dorian Brown	Tom Weller	3	Zachary Hart	Sharon Barnes	2	Slav Bitman
Craig Ebinger	7	Gigliione-Ackerman	Saba Atai	3	Marko Jankovic	Deja Wesby	2	Dorian Brown
Gabriela Sime	6	Laura Fisher	Oliver Nivaud	3	Chris La Fond	Aldina DaRosa	2	Josh Chalom
Moli Kaufusi	6	Steve Friedlander	Andrzej Sertler	3	Sabrina Lloyd	Joseph Quintons	2	Samantha Chui
Marta Cunha	5	Gigliione-Ackerman	Grant Myers	3	Dorian Oldham	Damaris Henderson	2	Cohen-Cohen
George O'Shea	5	Gigliione-Ackerman	Oscar Betancourt	3	Bob Olson	Mike Lade	2	Cohen-Cohen
Ashley Wenning	5	Surace-Smith	Veronica Carrion	3	Bob Olson	Jennifer Griffin	2	Brandon Cooley
Daniel Dunham	4	Simon Arias	Christopher Murray	3	Theodore Pappas	Jonathan Hobbs	2	Richard Correa
Lucan Schmidt	4	Simon Arias	María Aristy	3	Cisco Perez	Nicholas Pelham-Clarke	2	Richard Correa
Amber Dregalla	4	Richard Correa	Nicholas Triantafyllidis	3	Philip Prata	Oliver Zettas	2	Richard Correa
Felicity Hammill	4	Richard Correa	Clayton Blasa	3	Imran Satti	Oliver Zettas	2	Richard Correa
Rory Olson	4	Matt Henderson	Michael Shaba	3	Brian Traboulay	Herbert Stell	2	Joseph Diecedue
Zeydilliana Fargo	4	Corey Neff	Adam Stowe	3	Jeremy Welch	Brandon Jones	2	Mitch Duplantis
Maresa Rone	4	Bob Olson	Ricardo Alanis	2	Altig-Orlovic	Paul Cossier	2	Laura Fisher
Stacy Hollingsworth	4	Chad Panzer	Darrell Asbell	2	Altig-Orlovic	Kelvin Fernandez	2	Laura Fisher
David Chen	3	Simon Arias	Anastacio Baeza	2	Altig-Orlovic	Milena Arceo	2	Don Foti
Erica Fitzsimmons	3	Simon Arias	Christopher Botelho	2	Altig-Orlovic	Scott Montgomery	2	Don Foti
Jesse Rennich	3	Simon Arias	Robert Ford	2	Altig-Orlovic	Soonalote Taogaga	2	Steve Friedlander
Tyler Worstell	3	Simon Arias	Winston Hills	2	Altig-Orlovic	Eric Trautloff	2	Cindy Furer
Bernard Ballou	3	Slav Bitman	Michel LaHaye	2	Altig-Orlovic	Christine DiSanto	2	Gigliione-Ackerman
Patrick Kushla	3	Jason Bratin	Ileana Lopez	2	Altig-Orlovic	Morgan Lobello	2	Gigliione-Ackerman
Pablo De La Cruz	3	Jose Carvajal	Brett Maurice	2	Altig-Orlovic	David Palmer	2	Gigliione-Ackerman
Marcia Matthews	3	Brandon Cooley	Kendra Orng	2	Altig-Orlovic	Dominic Telymonde	2	Gigliione-Ackerman
Melissa Quintal	3	Joseph Diecedue	Steven Stensrud	2	Altig-Orlovic	Dexter Phillip	2	Steve Greer
Andre Hawthorne	3	Laura Fisher	James DePetro	2	Simon Arias	Lisa Richardson	2	Hancock-Taylor
Jillian Rooks	3	Laura Fisher	Jamie Faulkner	2	Simon Arias	Aaron Dupras	2	Zachary Hart

GA continued

NAME	#	SGA	NAME	#	SGA
Micah Focken	2	Zachary Hart	Cornelius Jones	2	Alex Roland
DeAnthony Hartman	2	Zachary Hart	Mike Bray	2	Imran Satti
Marce Garbett	2	David Hausman	Jeremie Dupuis	2	Imran Satti
Matthew Bogle	2	Matt Henderson	Nacole Newbold	2	Imran Satti
Jeremy Engrav	2	Chris Hernandez	Brent Bowling	2	Surace-Smith
Antonio Evans	2	Chris Hernandez	Robert Drake	2	Surace-Smith
Richard Johnson	2	Matthew Hogan	Christopher Kennedy	2	Surace-Smith
Twalya Alexander	2	Kyle Johnson	Oleg Novitchii	2	Surace-Smith
Jenna Valentine-Thomas	2	Kyle Johnson	Eric Peyton	2	Surace-Smith
Cassandra Ragucci	2	Chris La Fond	Jason Ryen	2	Surace-Smith
Steven Rios	2	Sabrina Lloyd	Eric J Thompson	2	Surace-Smith
James Brumgard	2	Eric Neal	Daniel Walton	2	Surace-Smith
Angel Martinez	2	Dorian Oldham	Jane Rowell	2	Jeremy Welch
Elias Boles	2	Oldham-Bianchi	Fritznel Octave	2	Williams-Zophin
Kyle Schimizzi	2	Oldham-Bianchi	Glaister Parke	2	Williams-Zophin
David Rockway	2	Bob Olson	Noel Rose	2	Williams-Zophin
Sidney Rodgers	2	Bob Olson	Alma Lozano	2	Bob Wingate
Derron Alexander	2	Theodore Pappas			
Muhammed Ashraf	2	Theodore Pappas			
Mir Khan	2	Theodore Pappas			
Mohammed Moalawi	2	Theodore Pappas			
Emad Fakhreddine	2	Byron Paz			
Susan Bedrossian	2	Cisco Perez			
Paavo Cymanow	2	Philip Prata			
Drew Sharp	2	Philip Prata			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Zach Otto	27	Sabrina Lloyd	Steven King	5	Zachary Hart	Avi Kauderer	3	Simon Arias	Michael Romeo	3	Oldham-Bianchi
Marian Sertler	17	Sabrina Lloyd	Alex Torruella	5	Sabrina Lloyd	James Keefer	3	Simon Arias	Zachary Santino	3	Oldham-Bianchi
Bobby Szwaja	11	Theodore Pappas	Shawnatae Collins	5	Corey Neff	Albert Serur	3	Simon Arias	Levar Morgan	3	Theodore Pappas
Corey Helly	10	Gigliione-Ackerman	David Wang	5	Bob Olson	Ariana Jones	3	Jason Bratin	Nasr Quadri	3	Theodore Pappas
Cynthia Schneiderman	10	Sabrina Lloyd	Horace Johnson	5	Chad Panzer	Jinelly Urena	3	Jose Carvajal	Atta Saleh	3	Theodore Pappas
Monica Brown	9	Dorian Brown	Matthew Parks	5	Surace-Smith	Jordan Chalom	3	Josh Chalom	Angel Patryluk	3	Byron Paz
Ryan Hall	9	Laura Fisher	Ryan Bisanz	5	Brian Traboulay	Herman Fennell	3	Samantha Chui	Timothy Wilson	3	Philip Prata
Ofa Tupouniua	9	Steve Friedlander	Michael Musso	5	Williams-Zophin	Carlos Arballo	3	Brandon Cooley	Unique Hunnicutt	3	Alex Roland
Joshua Olin	7	Altig-Orlovic	Ryan Stenglein	4	Altig-Orlovic	Steve Svendson	3	Richard Correa	Ryan O'Malley	3	Imran Satti
Patrick Knouse	7	Slav Bitman	John Conard	4	Simon Arias	Devon Chapman	3	Cunningham-Weatherpoon	Matthew Conrad	3	Surace-Smith
Brian Zuzick	7	Laura Fisher	Liam Flaherty	4	Simon Arias	Joshua Rush	3	Chad Deley	Marc Salvaggi	3	Surace-Smith
Craig Strompf	7	Cindy Furer	Brooke Spain	4	Brandon Cooley	Christopher Akins	3	Laura Fisher	Michael Vasu	3	Surace-Smith
Michael Gerstein	7	Gigliione-Ackerman	James Haugen	4	Richard Correa	Doreen Ryan-Foti	3	Don Foti	Zoltan Kreesko	3	Brian Traboulay
Ryan Wilson	7	Philip Prata	Ryan Fickert	4	Zachary Hart	Stephen Hill	3	Steve Friedlander	Aaron Ralston	3	Jeremy Welch
Robert Kanaan	7	Imran Satti	Jason Green	4	Zachary Hart	Sharif Grays	3	Cindy Furer	Adeyemi Akinade	3	Williams-Zophin
Daniel Hartwig	7	Surace-Smith	Humberto Quintero	4	Matt Henderson	Corey Hallam	3	Gigliione-Ackerman			
Michael Clemente	6	Simon Arias	Mark Kukielski	4	Eric Neal	Larry Giddens	3	Steve Greer			
Erin Allen	6	Richard Correa	Melne Lewis	4	Bob Olson	Jameetri Washington	3	Steve Greer			
Magda Figueiredo	6	Gigliione-Ackerman	Syed Quadri	4	Theodore Pappas	Souleymane Bah	3	David Hausman			
Ransey Vazquez	6	Bob Olson	Dustin Dunlap	4	Surace-Smith	Elyse Bryan	3	David Hausman			
Daniel Vilas	6	Cisco Perez	Darron Hacker	4	Surace-Smith	Cara DeFiore	3	Chris Hernandez			
Patrick Bendure	6	Surace-Smith	Charley Forshee	4	Jeremy Welch	Nicholas Engrav	3	Chris Hernandez			
Justin Adams	5	Simon Arias	Christopher Earle	4	Williams-Zophin	Christopher Rodriguez	3	Kyle Johnson			
Matthew Diulus	5	Simon Arias	Sathnarine Kumar	4	Williams-Zophin	Christine Jesoraldo	3	Chris La Fond			
Casey Kunash	5	Simon Arias	Porter Balke	3	Altig-Orlovic	Timothy Kieran	3	Chris La Fond			
Sean Velasquez	5	Cohen-Cohen	Alexander Keats	3	Altig-Orlovic	Jake Yagjian	3	Chris La Fond			
Matthew Turnquist	5	Richard Correa	Marcus Martin	3	Altig-Orlovic	David Schanuel	3	Dorian Oldham			
Todd Glazer	5	Joseph Diecedue	Joseph Tomanovich	3	Altig-Orlovic	Hal Herman	3	Oldham-Bianchi			
Jack Keiderling	5	Gigliione-Ackerman	Ho Tran	3	Altig-Orlovic	Nicholas Moore	3	Oldham-Bianchi			

RGA

NAME	#	SGA
Robert Janev	54	Sabrina Lloyd
Thomas Vena	31	Simon Arias





Susan Fuldauer

*Vice President of
Public Relations Field Operations*

Drive Your Bus with Positive Energy

We recently brought members of our Public Relations Team to Dallas for two days of professional development, strategizing, creating positive energy, and focusing on evolving Public Relations into the future.

We reflected on PR past, looked at PR present and shared a vision of bringing PR forward into the future by utilizing our best markets, processes, solutions, ideas, and people to create the next generation of Public Relations.

While there was considerable discussion on challenges and changes for PR, there was also important discussion on the perception of opportunity. We must think into the future and capitalize on our real opportunity. Since perception becomes reality, it's extremely important to make sure our perception is right.

The reality is that there remains considerable opportunity within our primary, profitable markets, keeping our PR Team productive in building strong relationships that lead to generating quality leads far into our future.

Public Relations is going through changes, it's true, but through our changes, we must constantly be mindful that the basics of what we do and how we do it are as important now as they have ever been.

Our meeting in Dallas was based, in part, on Jon Gordon's *The Energy Bus*. *The Energy Bus* provides a powerful roadmap to overcoming common life and work obstacles and bringing out the best in yourself and your team through positive energy. Everyone faces challenges. And at some point, every person, organization, company and team will have to overcome negativity and adversity to define themselves and create their success.

No one goes through life untested, and the answer to these tests is positive energy — the kind of positive energy consisting of vision, trust, optimism, enthusiasm, purpose, and spirit that defines great leaders and their teams.

The book discusses how we are the CEO of our future; the Chief Energy Officer of our destination. We control whether we live our life with positive energy and create a positive work life for ourselves or if we allow challenges, negativity and adversity to define us.

The Team PR Energy Bus will be fueled with positive energy, the right people on the bus, the right perception of opportunity and the right focus on our vision — and that will position us to move into 2015 and beyond.

To overcome challenges and create greatness in our future, we must have a clear vision, coupled with determination and a firm belief in what we do and in each other's ability to be great. We can turn our vision into reality and we can change our world — one group, one family, one policy at a time.

Our vision, our determination, whether you are a part of the PR Team or the Agency Force, must be to bring our best forward to lift us up and realize our goals and determine where we want our Energy Bus to go.

I invite you to drive your bus and fuel it with your positive energy. Doing so can give you the ride of your life!



PERSONAL RECRUITING

Unleash Your Career!



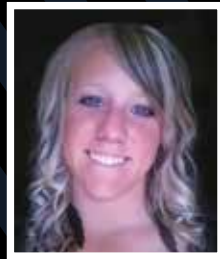
Bobby Law
\$3,203
Dorian Brown



Kelsey Roth
\$2,066
Sabrina Lloyd



Nicholas Moore
\$1,822
Oldham-Bianchi



Courtney Kitzman
\$1,611
Sabrina Lloyd



Jamie Winters
\$1,482
Simon Arias

SEPTEMBER TOP PERSONAL RECRUITING AGENTS

— By Incentive Structure Payout*

September Total Payout: **\$215,069** September Total Qualifiers: **619**

Name	Total	Name	Total	Name	Total	Name	Total
Bobby Law	\$3,203	Colton Capps	\$842	Victor Agurto	\$617	Jessica Toelle	\$525
Kelsey Roth	2,066	James Frodyma	841	April Anderson	616	Orby Kelley	522
Nicholas Moore	1,822	Magda Figueiredo	838	Camilo Perez	616	Abbey Barker	522
Courtney Kitzman	1,611	Armando Chairez	834	Sebastian Jeppsson	615	Britton Costa	521
Jamie Winters	1,482	Joseph Tomanovich	829	Dyneshia Law	614	Aaron Ralston	519
Santiago Guerrero	1,476	Christopher Favor	819	Peter McEnaney	613	Tynesha Hickman	515
Ransey Vazquez	1,431	Tatjana Tiki Tikhonov	815	David Rockway	612	Gabriela Sime	511
Alex Kae	1,332	Taylor Black	815	Benjamin Edwards	609	Cleopatra Sola	506
Regina Trotter	1,270	Janet Buckley	811	Tessa Olexo	603	Lynn Leitner	505
Tyler Peworchik	1,263	Daniel Bauer	810	Lawerence Smith	600	John Littman	504
Monica Brown	1,219	David Schanuel	809	Alvaro Canales-Osorio	598	Cherina King	503
O'Neil Cooper	1,215	Zeneida Law	789	Anastacio Baeza	596	Trevor Bevis	500
James Sodan	1,214	Ivan Vivero	787	Kyle Wrobel	595	Hector Casillas Valdivia	500
Nicholas Scordos	1,202	Sandra Gay	774	Michelle Martinez	593	Jessica Cox	500
Matthew Parks	1,194	Jahhad Crawley	771	Larry Alexander	585	Jason Davis	500
Austin Smith	1,157	Syed Quadri	760	Rocio Hernandez	584	Matthew Dines	500
Jose Marin	1,150	Barbara Jennings	742	David Smith	584	Brian Ferreira	500
Caleb Hardy	1,148	Samira Shaikh	738	Jameetri Washington	576	LaBrasha Gwinn	500
Nestor Franco	1,108	Edwin Rodriguez	736	Benjamin Gonzalez	575	Raquel Hernandez	500
Soonalote Taogaga	1,080	Juan Venegas	734	Dianne Dedick	573	Kelsi Jewell	500
Zakiya Moore	1,064	Devon Chapman	704	Lori Annett	567	Vitaliy Kononenko	500
Bobby Gujral	1,059	Ruth Taylor	702	Roberta Whitman	567	Jemmerio McCaw	500
Adeyemi Akinade	1,047	Irena Anchim	700	Shun Jackson	565	Caio Mendes	500
Marc Salvaggi	1,029	Kurt Evans	699	Michael Denton	564	Jessica Moffitt	500
Zach Otto	1,010	Oliver Zettas	699	Alexander Friedman	564	Dean Morgan	500
Jose Lopez	1,000	Kim Vance	698	Daniel Heeney	557	Brenda Perez	500
Juan Ojeda Chanocua	1,000	Kevin Holtz	694	Darron Hacker	557	John Pipkin	500
Drew Housley	996	Jamil Harris	689	Megan Cox	557	Judit Reyes Vega	500
Gabriel Feldmann	970	William Brookshire	676	Inna Grigorov	556	Anita Rinella-Suero	500
Kashief Perkins	946	Jeffrey Kawamoto	661	Austin Labor	555	Shelby Roberge	500
Cornelius Jones	937	Kashala Guiden	653	Scott Kelley	554	Sidney Rodgers	500
Vincent Nicaastro	919	Derek Woo	652	Troy Elliott	549	Shane Seaman	500
Jackson Cook	909	Jonathan Boyd	647	Andrew Borg	549	Jovanni Serrano	500
Kelly Cruse	903	Michael Russin	646	Erick Topete	548	Christopher Shuman	500
Aissa Diehl	885	Yonique Gordon	643	Thomas Vena	547	Jorge Soto	500
Matthew Kader	884	Lesina Ah Sue	639	Uniqua Echols	546	Jacob Trimble	500
Lindsey Ellis	882	Estella Ammons	637	Nathan Knox	545	Graham Tucker	500
Andrzej Sertler	881	Ernest Powell	633	Christina Wacker	545	Joshua West	500
Marzuwoa Brown	871	Ryan Diederich	625	Stephanie Sichelbaugh	537	Michele Zarzour	500
Kade Beck	845	Glaister Parke	625	Ryan Maxey	535		
Shermaine Kelly	842	Sebastian Kazek	618	Kathryn Ziogas	527		

* Top Personal Recruiting Agents listed earned at least \$500

Personal Recruiting provides opportunity for all Agents to earn an additional monthly income stream above and beyond regular recruiting efforts performed by Managing Agents!



Monica Brown
5 Recruits
Dorian Brown



Sebastian Jeppsson
4 Recruits
David Hausman



Alex Kae
4 Recruits
Altig-Orlovic



Thomas Kijanowski
4 Recruits
Sabrina Lloyd



Bobby Law
4 Recruits
Dorian Brown



Ransey Vazquez
4 Recruits
Bob Olson

SEPTEMBER TOP PERSONAL RECRUITING AGENTS

— By Number of Personal Recruits*

Total Personal Recruiting Agents: **336** Total Personal Recruits: **411**

Name	Personal Recruits	Name	Personal Recruits	Name	Personal Recruits	Name	Personal Recruits
Monica Brown	5	Colton Capps	2	Shun Jackson	2	Mina Saadalla	2
Sebastian Jeppsson	4	Thomas Ciaramitaro	2	Willie Jackson	2	Preston Schmidli	2
Alex Kae	4	Uniqua Echols	2	Stacey Jones	2	David Smith	2
Thomas Kijanowski	4	Gabriel Feldmann	2	Matthew Kader	2	Soonalote Taogaga	2
Bobby Law	4	Michel Fire	2	Christian LaBoy	2	Everett Terry	2
Ransey Vazquez	4	Roger Fung	2	Jose Marin	2	Graham Tucker	2
Ukeme Isobara	3	Marce Garbett	2	Jamie McCrea	2	Juan Venegas	2
Valentina Jamil	3	Michael Gerstein	2	Lauri Noriega	2	Joshua West	2
Vitaliy Kononenko	3	Arturo Godinez Lopez	2	Juan Ojeda Chanocua	2	Bob Wingate	2
Jemmerio McCaw	3	Yonique Gordon	2	Levi Porto	2		
Holly Miller	3	Dennis Guss	2	Ernest Powell	2		
Tracy Moulton	3	Raquel Hernandez	2	David Ramnarine	2		
Drew Sharp	3	Tynesha Hickman	2	Valarie Redmond	2		
Andjela Avram	2	Hunter Houvener	2	Anita Rinella-Suero	2		
Porter Balke	2	Henry Ingraham	2	Mitzi Roybal	2		

YTD TOP 25 PERSONAL RECRUITING AGENTS

— By Number of Personal Recruits*

YTD Total Personal Recruiting Agents: **1,092** YTD Total Personal Recruits: **1,756**

Name	Personal Recruits	Name	Personal Recruits	Name	Personal Recruits	Name	Personal Recruits
Monica Brown	19	Alex Kae	8	Heather Berg	6	Iva Kalinova	6
MaryAnn Cruz	12	Bobby Law	8	Taylor Black	6	Michael Neilson	6
Ransey Vazquez	11	Jamel Johnson	7	Devon Chapman	6	Jessica Rhoades	6
Henry Ingraham	10	Alvin Massenburg	7	Jarrell Drane	6	Michael Shaba	6
Norman Lane	9	Duni Olusegun	7	Taylor Foster	6	Regina Trotter	6
Arturo Godinez Lopez	8	Tracy Bell	6	Oliver Huerta-Gonzalez	6	Jennifer Young	6

* Top Personal Recruiting Agents listed have at least 2 Personal Recruits



LEADERSHIP ACADEMY

October Leadership Academy 301

Twenty-three aspiring AIL-NILICO leaders earned the prestigious "Top Gun" designation at Leadership Academy 301, held October 7-8 at the McKinney Conference Center.

Senior Vice President of Field Operations Domenico Bertini led the session, which featured presentations by senior executive management members. SGA and Executive Council member David Ackerman addressed the group on Day 2.

This is the last Leadership school for 2014, but now is the time to make your plans to attend next year. Here are the Q1 dates for 2015:

- Leadership 101** | January 19-21
- Leadership 201** | February 16-18
- Leadership 301** | March 17-18

If you are interested in attending, talk to your SGA.



Update

Closer to the Heart



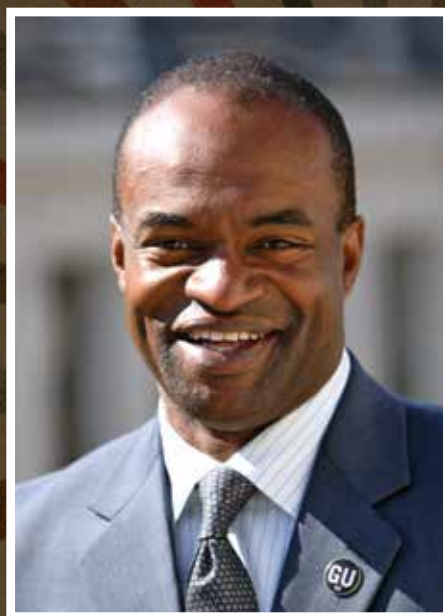
Executive Council Raises Funds and Awareness to End Domestic Violence

Our Closer to the Heart partner for the Executive Council Meeting was Tahoe SAFE Alliance in Incline Village, NV. The organization serves victims of intimate partner/domestic violence, sexual violence, and child abuse in the North Lake Tahoe area. The Council donated \$19,460 (includes partial matching funds from Torchmark Corporation) to benefit the organization's Children's Program.

October is Domestic Violence Awareness Month, and guests of Council members donated their time to prepare displays using materials created by kids involved in their Children's Program. Each year more than 3 million children are exposed to violence in their homes. If not given help, those children have a higher risk of being victimized or victimizing someone as an adult.

The interactive display will be in different locations around North Lake Tahoe and Truckee throughout October.

New LAB MEMBER



DeMaurice Fitzgerald Smith
NFLPA

Please join us in welcoming the newest member to AIL-NILICO's Labor Advisory Board, Mr. DeMaurice Fitzgerald Smith, Executive Director of the National Football League Players Association.

In 2011, Smith signed a 10-year Collective Bargaining Agreement with NFL management, leading the Players through the owners' 132-day lockout. The Agreement codifies new health and safety protocols for players, achieved longer off-seasons, reduces the amount of contact during practices, provides for unannounced inspections of training camps, creates a compliance and accountability structure for NFL medical personnel, and provides the Players with their highest share of TV contract revenues in history.

Prior to his post at the NFLPA, Smith was an Assistant United States Attorney in the District of Columbia and was Counsel to then-Deputy Attorney General Eric H. Holder, Jr. After Government service, Smith served as a private attorney in Washington, D.C. where he represented corporations, boards of directors and senior executives in civil and criminal matters.

Mr. Smith is a 1989 graduate of the University of Virginia School of Law and a 1985 graduate of Cedarville University. He resides in the Washington, D.C. metropolitan area with his wife and two children.



Recognizing the achievements of our newest State General Agents (less than 1 year)

Zach Hart
Michigan

Zach led his Agency to 143% growth over September of 2013.



Jose Carvajal
San Antonio

Jose's Agency had 49% growth over September of 2013.



COMPANY RECORDS

Best September in Company History
\$14.3 MILLION NET ALP
19% GROWTH OVER SEPTEMBER 2013

Best Quarter in Company History
\$43.8 MILLION NET ALP Q3
18% GROWTH OVER Q3 2013

2nd Best Week in Company History
\$4 MILLION NET ALP

All Time High
6,361 AGENT COUNT
AS OF SEPTEMBER 30

Best Week in Company History
3,102 SUBMITTING AGENTS
WEEK ENDING OCTOBER 3

Best Week in Company History
1,855 F6 MO SUBMITTING AGENTS
WEEK ENDING OCTOBER 3

Individual Producers



1. Ryan Kendl
Santa Rosa, CA



2. Joshua Dishong
Troy, MI



3. Tina Phongsavath
Boise, ID



4. George Kamel
Columbus, OH



5. Tangataotiuana Pasikala
Auckland, NZ



6. Mark Lomonaco
Boise, ID



7. Alan Sedaghat
Surrey, BC



8. Alma Bariga-Gonzalez
Concord, CA



9. Katie Massart
Calgary, AB



10. Tiare Hubbard
Honolulu, HI



11. Michael Merlo
Flushing, NY



12. Jean Gordon
Phoenix, AZ



13. Gian Trinidad
Saskatoon, SK



14. Rosita Tumpap
Honolulu, HI



15. Roghie Hassan Loo
Toronto, ON



16. Jasmin Gallaga
Schaumburg, IL



17. Alipate Makau
Auckland, NZ



18. Chad Kaczinski
Bettendorf, IA



19. Bechir Abboud
Surrey, BC



20. George Taramas
Flushing, NY

IceBreakers

Katarzyna Nowak
Schaumburg, IL
\$17,628 Net ALP
Marian Sertler MGA
Sabrina Lloyd SGA

Loloahi Havea
Auckland, NZ
\$17,619 Net ALP
Ofa Tupouniua MGA
Steve Friedlander SGA

Jason Smith
Houston, TX
\$17,465 Net ALP
Larry Giddens MGA
Steve Greer SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

September Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Ryan Kendl	\$85,877		85.3	Nicholas Lorence	Altig-Orlovic
2.	Joshua Dishong	71,703		74.8		Zachary Hart
3.	Tina Phongsavath	48,564		72.2	Richard Mansfield	Altig-Orlovic
4.	George Kamel	38,183		73.4	Patrick Bendure	Surace-Smith
5.	Tangataotiuana Pasikala	32,119	100		Ofa Tupouniua	Steve Friedlander
6.	Mark Lomonaco	29,839		82.1	Richard Mansfield	Altig-Orlovic
7.	Alan Sedaghat	28,708		88.0	Bobby Gujral	Altig-Orlovic
8.	Alma Bariga-Gonzalez	27,664		85.8	Malay Prom	Don Foti
9.	Katie Massart	25,739		90.3	John McGrath	Altig-Orlovic
10.	Tiare Hubbard	25,633		75.5	Jonathan Emura	Altig-Orlovic
11.	Michael Merlo	24,674	100		John Leggio	Theodore Pappas
12.	Jean Gordon	23,346		76.7	Emmanuel Villasenor	Brandon Cooley
13.	Gian Trinidad	22,568		94.9	Bobby Gujral	Altig-Orlovic
14.	Rosita Tumpap	22,362		93.2	Jonathan Emura	Altig-Orlovic
15.	Roghie Hassan Loo	21,901		70.7		Josh Chalom
16.	Jasmin Gallaga	21,560	100		Marian Sertler	Sabrina Lloyd
17.	Alipate Makau	21,181		82.4	Ofa Tupouniua	Steve Friedlander
18.	Chad Kaczinski	20,075	94		Cynthia Schneideman	Sabrina Lloyd
19.	Bechir Abboud	19,571		84.6	Bobby Gujral	Altig-Orlovic
20.	George Taramas	19,508	98		Bobby Szwaja	Theodore Pappas
21.	Zachary Lakatos	19,499	98		Kyle Wrobel	Mathew Hart
22.	Tevita Tupouniua	18,762		69.6	Ofa Tupouniua	Steve Friedlander
23.	Erez Shabtay	18,751		92.1	Robert Hamilton	Altig-Orlovic
24.	Luckey Boston	17,831	91		Michael Vasu	Surace-Smith
25.	Todd Lightner	17,705	81		Marc Salvaggi	Surace-Smith
26.	Katarzyna Nowak	17,628	100		Marian Sertler	Sabrina Lloyd
27.	Darlington Smith	17,627	80		Zach Otto	Sabrina Lloyd
28.	Loloahi Havea	17,619	100		Ofa Tupouniua	Steve Friedlander
29.	Lesina Ah Sue	17,577		76.8	Stephen Hill	Steve Friedlander
30.	Jason Smith	17,465	92		Larry Giddens	Steve Greer
31.	Harvey Quinn	17,188		72.2	Lisa Martin	Oldham-Bianchi
32.	Maria Avila	17,141	92		Steve Svendson	Richard Correa
33.	Paul Smith	16,921		74.5	Patrick Bendure	Surace-Smith
34.	Ricardo Benson	16,264	87		Marc Salvaggi	Surace-Smith
35.	Rita Charles	16,077		78.4	Stephen Hill	Steve Friedlander
36.	Stephanie Novel	16,015		89.0		Williams-Zophin
37.	Damaris Henderson	15,918		89.6	Sean Velasquez	Cohen-Cohen
38.	Dustin Dunbar	15,905		87.9		Altig-Orlovic
39.	Ronald Rivera	15,738		92.8		Cohen-Cohen
40.	Kaloni Tohi	15,709	100		Ofa Tupouniua	Steve Friedlander
41.	Asenita Tiseli	15,499	100		Ofa Tupouniua	Steve Friedlander
42.	Van Ortega	15,486	84		Rafi Nawabi	Altig-Orlovic
43.	Sherry Schick	15,335		88.3	John McGrath	Altig-Orlovic
44.	Samvel Tigranyan	15,325		75.0		Cohen-Cohen
45.	Steffi Wong	15,316	100		Tatjana Tiki Tikhonov	Don Foti
46.	Patrick Donovan	15,231		81.3	Ryan Stenglein	Altig-Orlovic
47.	Jennifer Wehrle	15,179		77.6	Jennifer Wehrle	Jared Cleckner
48.	Javier Diaz	15,132		78.7	Javier Diaz	Matt Henderson
49.	Brett Van Effen	15,094		82.2	Alta Herpel	Chris Hernandez
50.	Pau Touta	15,044	100		Ofa Tupouniua	Steve Friedlander

ALL TIME RECORD: BRANDON SUMMERTON \$97,845 Net ALP

YTD Production

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Ryan Kendl	\$472,300		85.3	Nicholas Lorence	Altig-Orlovic
*2.	Joshua Dishong	440,945		74.8		Zachary Hart
*3.	Mark Lomonaco	215,871		82.1	Richard Mansfield	Altig-Orlovic
*4.	Joey Kennedy	202,779		83.3	AshLynn Orng	Altig-Orlovic
*5.	Katie Massart	200,102		90.3	John McGrath	Altig-Orlovic
*6.	Bruce Tan	194,477		91.4	Christopher Clark	Altig-Orlovic
*7.	Dustin Dunbar	188,720		87.9		Altig-Orlovic
*8.	George Kamel	184,916		73.4	Patrick Bendure	Surace-Smith
*9.	Max Quasem	184,791		84.4		Cohen-Cohen
*10.	Michael van Delft	180,921		83.4		Imran Satti
11.	Daniel Li	164,779		72.9	Patrick Stenglein	Altig-Orlovic
12.	Erez Shabtay	158,429		92.1	Robert Hamilton	Altig-Orlovic
13.	Massoud Vaziri	148,290		88.8	Bobby Gujral	Altig-Orlovic
14.	Alan Sedaghat	147,301		88.0	Bobby Gujral	Altig-Orlovic
15.	Jonni Ng	143,215		90.9	Hunter Houvener	Altig-Orlovic
16.	Joseph Sarasin	142,836		84.4	Pamela Altman	Surace-Smith
17.	Joachim Jean	142,555		75.6	Ryan Hall	Laura Fisher
18.	Kehinda Pryor	136,736		80.1	Melne Lewis	Bob Olson
19.	Alfred Uipa	133,506		73.8	Stephen Hill	Steve Friedlander
20.	Justin Germany	131,420		82.2		Dan Rubio
21.	Bradley Kampmeier	130,461		81.8	Kathryn Chaisson	Chris Hernandez
22.	Mike Sukhbaatar	130,159		91.0		Daniel Umbertone
23.	Christine Weatherspoon	129,947		86.5		Chad Panzer
24.	Mike Allen	129,034		81.5		Travis Moody
25.	Alma Bariga-Gonzalez	126,034		85.8	Malay Prom	Don Foti
26.	Paul Smith	125,916		74.5	Patrick Bendure	Surace-Smith
27.	Amy Shui	125,635		84.7		Giglione-Ackerman
28.	Alvin Ali	121,460	89		Harold Durana	Don Foti
29.	Sean Grant	119,614		79.9	Melne Lewis	Bob Olson
30.	Patrick Donovan	117,832		81.3	Ryan Stenglein	Altig-Orlovic
31.	Damaris Henderson	116,374		89.6	Sean Velasquez	Cohen-Cohen
32.	Brandon Summerton	114,929		79.2	Luay Ghawi	Altig-Orlovic
33.	Rita Charles	114,550		78.4	Stephen Hill	Steve Friedlander
34.	Sherry Schick	114,478		88.3	John McGrath	Altig-Orlovic
35.	Lesina Ah Sue	113,894		76.8	Stephen Hill	Steve Friedlander
36.	Jean Gordon	113,491		76.7	Emmanuel Villasenor	Brandon Cooley
37.	Brian Welsh	112,277		69.5	Brian Welsh	Simon Arias
38.	Timothy Cruise	111,550		75.5		Bob Olson
39.	Rosita Tumpap	111,234		93.2	Jonathan Emura	Altig-Orlovic
40.	Soonalote Taogaga	110,360		81.7	Stephen Hill	Steve Friedlander
41.	Orett Nelson	110,055		81.8		Josh Chalom
42.	Ryan Vopat	109,369		92.4	Bradley Weigand	Surace-Smith
43.	Ruben Soberanes	108,792		77.2	Doreen Ryan-Foti	Don Foti
44.	Gian Trinidad	108,112		94.9	Bobby Gujral	Altig-Orlovic
45.	Tibor Simon	107,782		88.6	Alex Kae	Altig-Orlovic
46.	Roghie Hassan Loo	107,115		70.7		Josh Chalom
47.	Jose Rubio	105,179		86.3	Luay Ghawi	Altig-Orlovic
48.	Mark Neilson	104,957		77.1	Nicholas Lorence	Altig-Orlovic
49.	Jesusdieu Portilus	104,607		73.3	Fritznel Octave	Williams-Zophin
50.	Steven Stensrud	104,215		81.1	John McGrath	Altig-Orlovic

ALL TIME RECORD: ALAN SEDAGHAT \$530,329 Net ALP

Supervising Agents



1. Pauline Cresswell
Auckland, NZ



2. Jerricho Call
Bettendorf, IA



3. Duane Shaw
Evansville, IN



4. Lynne Hebert-Ouellette
Halifax, NS



5. James Sodan
Rochester, NY

September Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Pauline Cresswell	\$68,745	\$73,291	72.3	Ofa Tupouniua	Steve Friedlander
2.	Jerricho Call	41,491	41,491	95	Cynthia Schneiderman	Sabrina Lloyd
3.	Duane Shaw	40,335	43,168	71.8	Zach Otto	Sabrina Lloyd
4.	Lynne Hebert-Ouellette	37,080	42,041	84	Ryan O'Malley	Imran Satti
5.	James Sodan	34,922	41,448	93	Nicholas Moore	Oldham-Bianchi
6.	Matthew Kader	32,559	32,559	97	James Keefer	Simon Arias
7.	Michael Nowak	30,445	31,886	76.4	Robert Kanaan	Imran Satti
8.	Nicholas Lasala	28,446	35,715	93	John Leggio	Theodore Pappas
9.	Genesis-Jane Hall	27,514	27,514	71.1	Ofa Tupouniua	Steve Friedlander
10.	Frank Cordaro	26,229	29,216	96	Bobby Szwaja	Theodore Pappas

ALL TIME RECORD: \$286,210 1st Six Mo Agt
ALL TIME RECORD: \$286,210 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Christina Meyer	\$300,973	\$312,641	84	Alex Torruella	Sabrina Lloyd
2.	Chelsie Young	295,548	307,844	76.7	Zach Otto	Sabrina Lloyd
3.	Pauline Cresswell	274,128	297,727	72.3	Ofa Tupouniua	Steve Friedlander
4.	Sandra Sandoval	234,256	243,009	74.3	Marian Sertler	Sabrina Lloyd
5.	Victor Zavaleta	137,170	142,357	80	Marian Sertler	Sabrina Lloyd
6.	Vicki Perea	131,750	196,193	88.0	Harold Durana	Don Foti
7.	Lynne Hebert-Ouellette	129,035	154,650	84	Ryan O'Malley	Imran Satti
8.	Latia Stanley	124,490	136,202	76.8	Antonio Reyes	Simon Arias
9.	Mele Makau	122,149	231,859	97	Ofa Tupouniua	Steve Friedlander
10.	Charles Firreno	118,222	144,549	78.7	Todd Glazer	Joseph Diecedue

ALL TIME RECORD: \$653,097 1st Six Mo Agt
ALL TIME RECORD: \$959,675 Net ALP

General Agents



1. Moli Kaufusi
Auckland, NZ



2. Robert Schneiderman
Bettendorf, IA



3. Steven Rios
Schaumburg, IL



4. Andrzej Sertler
Schaumburg, IL



5. Alon Fischer
Flushing, NY



6. Patrick Guthrie
Tracy, CA



7. Craig Ebinger
Eatontown, NJ



8. Ashley Wenning
Toledo, OH



9. Ramon Velasquez
Phoenix, AZ



10. Tyler Worstell
Pittsburgh, PA

September Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
1.	Moli Kaufusi	\$172,675	\$221,431	70.0	Ofa Tupouniua	Steve Friedlander
2.	Robert Schneiderman	77,895	80,502	75.3	Cynthia Schneiderman	Sabrina Lloyd
3.	Steven Rios	73,027	75,345	88	Marian Sertler	Sabrina Lloyd
4.	Andrzej Sertler	71,566	71,566	96.1	Marian Sertler	Sabrina Lloyd
5.	Alon Fischer	68,911	86,453	73.8	Bobby Szwaja	Theodore Pappas
6.	Patrick Guthrie	52,624	58,506	70.4	Kyle Wrobel	Mathew Hart
7.	Craig Ebinger	47,380	60,188	77.0	Michael Gerstein	Giglione-Ackerman
8.	Ashley Wenning	46,581	85,555	72.4	Daniel Hartwig	Surace-Smith
9.	Ramon Velasquez	44,221	22,854	91	Emmanuel Villasenor	Brandon Cooley
10.	Tyler Worstell	42,417	55,804	77.2	John Conard	Simon Arias
11.	Enrique Sandoval	41,943	50,031	72.3	Marian Sertler	Sabrina Lloyd
12.	Mohammed Moalawi	40,398	52,109	73.5	Syed Quadri	Theodore Pappas
13.	Joseph Cruickshank	40,208	32,708	79.2	John Conard	Simon Arias
14.	Erin Moyer	39,045	41,502	78.3	Mark Beckford	Slav Bitman
15.	Stephen Giddens	37,671	70,277	78.0	Larry Giddens	Steve Greer
16.	Matthew Bogle	35,743	36,075	79.7	Beau Locker	Matt Henderson
17.	Nicholas Scordos	34,763	81,677	79.8	Matthew Parks	Surace-Smith
18.	Lesina Ah Sue	34,166	68,358	70.1	Stephen Hill	Steve Friedlander
19.	Daniel Dunham	33,723	40,837	89	Liam Flaherty	Simon Arias
20.	Michael Shaba	33,352	34,206	70.7	Ryan Bisanz	Brian Traboulay

ALL TIME RECORD: \$441,104 1st Six Mo Agt
ALL TIME RECORD: \$624,474 Net ALP

YTD Production						
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
*1.	Moli Kaufusi	\$1,116,620	\$1,369,997	70.0	Ofa Tupouniua	Steve Friedlander
*2.	Enrique Sandoval	537,864	569,781	72.3	Marian Sertler	Sabrina Lloyd
*3.	Scott Montgomery	423,382	643,972	87.4	Harold Durana	Don Foti
*4.	Robert Schneiderman	401,019	485,269	75.3	Cynthia Schneiderman	Sabrina Lloyd
*5.	Nacole Newbold	337,696	446,874	69.4	Robert Kanaan	Imran Satti
6.	Ashley Wenning	321,995	587,070	72.4	Daniel Hartwig	Surace-Smith
7.	Cameron Cimino	314,160	458,532	75.6	Tim McAdams	Simon Arias
8.	Fran Kolos	288,046	413,287	69.5	Mavrick Fredericks	Giglione-Ackerman
9.	John Napiza	281,846	415,347	72.8	Doreen Ryan-Foti	Don Foti
10.	Lesina Ah Sue	280,119	598,675	70.1	Stephen Hill	Steve Friedlander
11.	Nicholas Scordos	273,997	529,201	79.8	Matthew Parks	Surace-Smith
12.	David Higa	272,810	332,841	84.9	Sean Velasquez	Cohen-Cohen
13.	Eric Thompson	272,152	378,179	74.3	Matthew Parks	Surace-Smith
14.	Mohammed Moalawi	270,898	371,063	73.5	Syed Quadri	Theodore Pappas
15.	Alon Fischer	270,770	424,387	73.8	Bobby Szwaja	Theodore Pappas
16.	Jesse Rennich	270,643	457,000	75.9	Matthew Diulus	Simon Arias
17.	Gabriela Sime	261,618	279,157	77.0	Brian Zuzick	Laura Fisher
18.	Tyler Worstell	259,747	353,338	77.2	John Conard	Simon Arias
19.	Stephen Giddens	257,564	362,130	78.0	Larry Giddens	Steve Greer
20.	Joseph Cruickshank	242,715	337,942	79.2	John Conard	Simon Arias

ALL TIME RECORD: \$1,468,394 1st Six Mo Agt
ALL TIME RECORD: \$2,262,883 Net ALP

Master General Agents



1. Ofa Tupouniua
Auckland, NZ



2. Marian Sertler
Schaumburg, IL



3. Zach Otto
Evansville, IN



4. Nicholas Moore
Rochester, NY



5. Robert Kanaan
Halifax, NS



6. Bobby Szwaja
Flushing, NY



7. Matthew Parks
Cleveland, OH



8. John Conard
Pittsburgh, PA



9. Cynthia Schneiderman
Bettendorf, IA



10. Sean Velasquez
Los Angeles, CA

September Production

Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
1.	Ofa Tupouniua	\$222,319	\$328,575		72.1	Steve Friedlander
2.	Marian Sertler	174,016	190,478		73.2	Sabrina Lloyd
3.	Zach Otto	136,871	177,329		76.1	Sabrina Lloyd
4.	Nicholas Moore	111,402	140,481		71.9	Oldham-Bianchi
5.	Robert Kanaan	108,859	147,706		69.1	Imran Satti
6.	Bobby Szwaja	106,532	150,319		74.7	Theodore Pappas
7.	Matthew Parks	88,072	174,673		77.7	Surace-Smith
8.	John Conard	82,625	88,512		77.3	Simon Arias
9.	Cynthia Schneiderman	78,334	84,677		72.9	Sabrina Lloyd
10.	Sean Velasquez	72,380	95,245		83.7	Cohen-Cohen
11.	Patrick Bendure	71,742	219,289	92		Surace-Smith
12.	Syed Quadri	68,622	118,713		71.8	Theodore Pappas
13.	Ryan Bisanz	67,285	88,804		71.6	Brian Traboulay
14.	Kyle Wrobel	66,667	82,159	87		Mathew Hart
15.	Stephen Hill	65,411	199,695		71.6	Steve Friedlander
16.	Michael Denton	62,995	69,321	88		Scott Rehberg
17.	Justin Adams	62,251	111,375		73.7	Simon Arias
18.	Todd Glazer	61,882	97,333		80.0	Joseph Diecedue
19.	Steve Svendson	61,780	71,504		73.7	Richard Correa
20.	Patrick Knouse	61,171	84,316		70.5	Slav Bitman

ALL TIME RECORD: \$438,277 1st Six Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
*1.	Ofa Tupouniua	\$1,457,585	\$1,987,039		72.1	Steve Friedlander
*2.	Marian Sertler	1,093,673	1,203,978		73.2	Sabrina Lloyd
*3.	Zach Otto	716,327	806,408		76.1	Sabrina Lloyd
*4.	Robert Kanaan	700,990	1,024,645		69.1	Imran Satti
*5.	Matthew Parks	686,372	1,276,838		77.7	Surace-Smith
6.	Syed Quadri	656,103	1,077,687		71.8	Theodore Pappas
7.	Bobby Szwaja	643,370	945,330		74.7	Theodore Pappas
8.	Daniel Hartwig	614,370	1,187,477		73.6	Surace-Smith
9.	Nicholas Moore	582,590	779,546		71.9	Oldham-Bianchi
10.	Stephen Hill	578,985	1,491,069		71.6	Steve Friedlander
11.	Ryan Hall	510,682	898,856		71.5	Laura Fisher
12.	Marc Salvaggi	465,120	724,015		77.9	Surace-Smith
13.	Cynthia Schneiderman	458,230	587,690		72.9	Sabrina Lloyd
14.	Raymond Risucci	457,258	807,078		79.2	Dorian Oldham
15.	Corey Helly	441,222	582,746		70.8	Gigliione-Ackerman
16.	Sean Velasquez	438,514	586,451		83.7	Cohen-Cohen
17.	Harold Durana	422,141	704,845		81.3	Don Foti
18.	John Conard	419,332	561,468		77.3	Simon Arias
19.	Ryan Bisanz	415,215	677,239		71.6	Brian Traboulay
20.	Doreen Ryan-Foti	410,127	1,572,989		77.6	Don Foti

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

Regional General Agents



1. Robert Janev
Schaumburg, IL



2. Thomas Vena
Pittsburgh, PA



3. Paul Kelly
Auckland, NZ



4. Brett Gryska
Rochester, NY



5. Matthew Parks
Cleveland, OH

September Production

Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
1.	Robert Janev	\$386,401	\$451,223		71.9	Sabrina Lloyd
2.	Thomas Vena	262,687	425,209		71.2	Simon Arias
3.	Paul Kelly	250,481	394,387		72.4	Steve Friedlander
4.	Brett Gryska	211,153	428,533		74.2	Oldham-Bianchi
5.	Matthew Parks	190,980	339,915		76.4	Surace-Smith
6.	Marian Sertler	190,931	217,155		72.1	Sabrina Lloyd
7.	Michael Vasu	170,930	434,686		76.4	Surace-Smith
8.	Andrew McQuade	159,435	200,484		73.4	Richard Correa
9.	Levar Morgan	155,229	269,228		73.3	Theodore Pappas
10.	Patrick Bendure	153,547	434,734		74.5	Surace-Smith

ALL TIME RECORD: \$980,159 1st Six Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net/ALP	Net to Gross	Retention	SGA
*1.	Robert Janev	\$2,588,111	\$2,961,712		71.9	Sabrina Lloyd
*2.	Thomas Vena	1,997,230	3,651,902		71.2	Simon Arias
3.	Patrick Bendure	1,795,936	4,402,752		74.5	Surace-Smith
4.	Paul Kelly	1,739,193	2,638,795		72.4	Steve Friedlander
5.	Michael Vasu	1,651,300	3,298,149		76.4	Surace-Smith
6.	Brett Gryska	1,434,438	3,371,882		74.2	Oldham-Bianchi
7.	Marian Sertler	1,429,566	1,554,106		72.1	Sabrina Lloyd
8.	Levar Morgan	1,424,706	2,456,733		73.3	Theodore Pappas
9.	Matthew Parks	1,397,804	2,449,651		76.4	Surace-Smith
10.	Andrew McQuade	1,282,492	1,910,918		73.4	Richard Correa

ALL TIME RECORD: \$5,230,627 1st Six Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP

State General Agents

Spotlight recognizes State General Agents in Categories I-IX with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-IX will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-IX will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs <13 months will only be recognized by 80% or better of F6 month agent production.



Theodore Pappas
CATEGORY I



Sabrina Lloyd
CATEGORY II



Richard Correa
CATEGORY III



Zachary Hart
CATEGORY IV



Laura Fisher
CATEGORY V



Cindy Furer
CATEGORY VI



Kyle Johnson
CATEGORY VII



Scott Rehberg
CATEGORY VIII



Top Rookie

Mathew Hart
Net ALP \$82,188



Top Start-Up

Byron Paz
Net ALP \$73,409

Rookie and Start Up SGAs must be in this category for a minimum of 6 months to compete for YTD awards. Only the top 3 Rookie and Start Up SGAs in each category with a minimum of \$25K of production are listed.

September

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Theodore Pappas		75.2	\$312,339	\$303,100	103.0	53.8	156.8
	Altig-Orlovic		77.6	811,240	935,300	86.7	39.8	126.5
II	Sabrina Lloyd		71.6	\$403,317	\$260,000	155.1	111.6	266.7
	Giglione-Ackerman		75.1	239,805	238,000	100.8	23.1	123.9
III	Richard Correa		74.6	\$237,739	\$173,200	137.3	73.9	211.2
	Williams-Zophin		73.7	198,118	173,200	114.4	32.3	146.7
IV	Zachary Hart	94		\$126,246	\$138,500	91.2	153.3	244.4
	David Hausman		74.6	167,022	138,500	120.6	79.4	200.0
	Slav Bitman		71.7	132,256	138,500	95.5	79.4	174.9
V	Laura Fisher		74.0	\$105,492	\$112,500	93.8	10.8	104.6
VI	Cindy Furer		80.8	\$94,619	\$83,000	114.0	26.0	140.0
VII	Kyle Johnson	87		\$76,010	\$78,000	97.4	592.6	690.0
	Brian Traboulay		71.3	87,880	78,000	112.7	21.3	133.9
VIII	Scott Rehberg		75.4	\$97,347	\$60,600	160.6	99.7	260.3
	Chad Panzer		76.5	52,176	60,600	86.1	160.6	246.7
	Eric Cochran		79.8	60,147	60,600	99.3	40.7	139.9

YTD

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of 1st Six Mo Obj	% Net ALP Growth	Performance Factor (% Net ALP Growth + % 1st 6mo Obj)
I	Altig-Orlovic		77.6	\$7,536,950	\$8,417,700	89.5	37.1	126.7
	Theodore Pappas		75.2	2,758,211	2,727,900	101.1	21.8	122.9
II	Sabrina Lloyd		71.6	\$2,924,016	\$2,340,000	125.0	43.4	168.4
	Giglione-Ackerman		75.1	2,374,173	2,142,000	110.8	27.8	138.7
III	Richard Correa		74.6	\$1,901,880	\$1,558,800	122.0	43.6	165.6
	Brandon Cooley		76.0	1,512,998	1,675,800	90.3	18.4	108.7
IV	David Hausman		74.6	\$1,386,208	\$1,246,500	111.2	47.3	158.5
	Joseph Diecedue		77.2	1,095,302	1,246,500	87.9	13.2	101.1
V	Laura Fisher		74.0	\$938,656	\$1,012,500	92.7	31.2	123.9
VI	Cindy Furer		80.8	\$704,041	\$747,000	94.2	13.5	107.7
VIII	Chad Panzer		76.5	\$501,248	\$545,400	91.9	152.4	244.3
	Scott Rehberg		75.4	657,518	545,400	120.6	59.9	180.4
	Eric Cochran		79.8	490,299	545,400	89.9	39.5	129.4
IX	Corey Neff	83		\$427,458	\$357,300	119.6	16.0	135.6

September

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Mathew Hart	70.7	\$82,188	
	Stephen Jubrey	70.1	60,087	
	Jason Bratin	79.0	36,171	
Start-Up	Byron Paz	79.7	\$73,409	
	Jared Cleckner	78.9	42,401	

YTD

Category	Name	Net to Gross	Retention	Net ALP
Rookie	Mathew Hart	70.7	\$560,751	
	Stephen Jubrey	70.1	498,449	
	Jason Bratin	79.0	397,123	
Start-Up	Byron Paz	79.7	\$408,812	
	Jared Cleckner	78.9	297,924	
	Marko Jankovic	75.3	240,591	

Public Relations



1. Jessica Treybick
CATEGORY I
New York, NY



2. Malka Arony
CATEGORY I
Phoenix, AZ



1. Erica Dalager
CATEGORY II
St Paul, MN



2. Kevin McKeen
CATEGORY II
Rochester, NY



1. David Blaisdell
CATEGORY III
Goodlettsville, TN



2. Julia DiBartolomeo
CATEGORY III
Phoenix, AZ



1. Ken Altizer
CATEGORY IV
Nebo, WV



2. Deborah Boles
CATEGORY IV
Coquitlam, BC



1. Kevin McKeen
Rochester, NY



1. Deborah Boles
Coquitlam, BC



Erica Dalager
St Paul, MN

1st
TG



Ralph Beard
Franklin, TN

Congratulations on your first signed TG!

September Production

Category	Rank	Name	Production in Cards	Manager
I	1.	Jessica Treybick	4,090	NY City/Billy Sauers
	2.	Malka Arony	3,934	AZ/Maureen Roberts
	3.	Gary Rothman	2,317	Los Angeles/Polyna Berlin
	4.	Rona Pileggi Spano	2,249	Chicago/Dawn Trudden
	5.	Brenda Di Somma	1,524	NJ/Brian Ryan
II	1.	Erica Dalager	3,607	MN/Denise Gilbert
	2.	Kevin McKeen	1,873	NY State/JT Tasker
	3.	Robin Andrade	1,781	Mass & RI/Patrena Smith
	4.	Lacy Martin	1,544	Houston/Christa Davis
	5.	Timothy Leary	1,239	NY State/JT Tasker
III	1.	David Blaisdell	2,950	TN & SW NC/Rosanna Gill
	2.	Julia DiBartolomeo	1,505	AZ/Maureen Roberts
	3.	Cheryl Cook	1,283	PA/Katherine Kidder
	4.	Nicole Schneider	1,218	MN/Erica Dalager
	5.	Mollie Miller Merrett	1,078	LA/Liz Corley
IV	1.	Ken Altizer	3,049	WV/Tami Williams
	2.	Deborah Boles	2,043	BC/Jacqueline Lowe
	3.	Sue Akers	1,929	NE/Cindy Cleary
	4.	Christina Stableford	1,191	NC/Rosanna Gill
	5.	Liz Corley	969	MS/Patti Morgan
Rookie	1.	Kevin McKeen	1,873	NY State/JT Tasker
IceBreaker	1.	Deborah Boles	2,043	BC/Jacqueline Lowe

ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards

YTD Production

Category	Rank	Name	Production in Cards	Manager
I	*1.	Malka Arony	20,059	AZ/Maureen Roberts
	*2.	Chuck Hill	16,492	NorCal & Reno/Jason Beckman
	3.	Susan Gilbert	15,529	Chicago/Dawn Trudden
	4.	Mark Gagliardi	14,897	NorCal & Reno/Chuck Hill
	5.	Rona Pileggi Spano	13,169	Chicago/Dawn Trudden
II	*1.	Robin Andrade	15,203	Mass and RI/Patrena Smith
	*2.	Erica Dalager	13,223	MN/Denise Gilbert
	3.	Timothy Leary	8,300	NY State/JT Tasker
	4.	Tami Williams	7,970	IN/Michelle Baxter
	5.	Bernard Weaver	7,963	PA/Katherine Kidder
III	*1.	David Blaisdell	18,165	TN & SW NC/Rosanna Gill
	*2.	Travis Daniels	13,225	PA/Katherine Kidder
	3.	Nicole Schneider	9,598	MN/Erica Dalager
	4.	Leo VanDenBussche	9,331	MB/Jackie Lowe
	5.	Robin Denham	7,680	KS & NW MO/Cindy Cleary
IV	*1.	Paul Winslow	16,801	St Louis/Cindy Cleary
	*2.	Ken Altizer	11,960	WV/Tami Williams
	3.	Lori Vaughn	11,829	OR/Shannon Bennett
	4.	Anna Guido Rohrer	11,478	S OH/Tami Williams
	5.	Darrell Dorey	10,661	Maritimes/Melissa Lively

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER: 61,879 Cards

PR Managers

September Results

Rank	Name	Card Growth	Director
1.	Erica Dalager	5,204	Denise Gilbert
2.	Maureen Roberts	3,749	Beth Farm
3.	JT Tasker	3,112	Billy Sauers
4.	Rosanna Gill	1,884	Beth Farm
5.	Polyna Berlin	1,353	Jason Beckman

YTD Results

Rank	Name	Card Growth	Director
*1.	Cindy Cleary	11,658	Michelle Baxter
*2.	John Keliher	8,586	Patti Morgan
*3.	Dawn Trudden	6,998	Denise Gilbert
4.	Erica Dalager	5,777	Denise Gilbert
5.	George Farenthold	5,467	Patti Morgan

Congratulations to our September Bonus Earners!

Sue Akers	Viki Farr	George Murry	Mario Soljan
Ken Altizer	Mark Gagliardi	Lou Nell Busby	Donald Spohn
Donna Altshue	Susan Gilbert	Pater Nielsen	Jennifer Sprout
Tony Anderson	Laurie Gruber	Tim O'Connor	Christina Stableford
Robin Andrade	Anna Guido Rohrer	Steve Orcheron	Sarah Thomson-Dufrechou
Malka Arony	Krissa Hensley	Kathy Pappas	Jessica Treybick
Gabriela Berloni	Dee Hettinger	Rona Pileggi Spano	Bryan Uhl
Brian Black	Brett Hulme	Janis Pitts	Leo VanDenBussche
David Blaisdell	Sandy Knapp	Cas Robinson	Lori Vaughn
Deborah Boles	Shane Knowles	Chas Robinson	Bill Verbeten
Fran Christie	Timothy Leary	Gary Rothman	John Wagner
Cheryl Cook	Dianna Lueke	Irene Rurycz	Jace Wainwright
Travis Daniels	Lacy Martin	David Scalisi	Al Wall
Robin Denham	Stephen Matous	Nicole Schneider	Paul Winslow
Brenda Di Somma	Erin McKee	Crystal Senour	Carl Zablotty
Julia DiBartolomeo	Kevin McKeen	William Slocum	
Vivian Dwyer	Mollie Miller Merrett	Tracy Smith	

Public Relations categories are as follows

Category	Population	ROOKIE:	Reps with 2013 Hire Date
1	over 8,500,000	ICEBREAKER:	Reps with 2014 Hire Date
2	6,500,000 to 8,499,999	PR MANAGER:	Overall card growth at the end of the current month over previous year same month.
3	4,000,000 to 6,499,999		
4	Under 4,000,000		

WORLD'S GREATEST BONUS



1 **RYAN KENDL**
\$16,147
Altig-Orlovic

2 **JOSHUA DISHONG**
\$11,656
Zachary Hart

3 **MARK LOMONACO**
\$6,761
Altig-Orlovic

4 **ALAN SEDAGHAT**
\$6,574
Altig-Orlovic

5 **GEORGE KAMEL**
\$6,286
Surace-Smith

SEPTEMBER BONUS LEADERS September Bonus Payout: \$1,441,504

September Bonus Qualifiers: 2,382

- \$16,147 Ryan Kendl
- 11,656 Joshua Dishong
- 6,761 Mark Lomonaco
- 6,574 Alan Sedaghat
- 6,286 George Kamel
- 5,706 Tiare Hubbard
- 5,638 Alma Barriga-Gonzalez
- 4,680 Erez Shabtay
- 4,632 Jean Gordon
- 4,599 Katie Massart
- 4,476 Gian Trinidad
- 4,161 Bechir Abboud
- 4,130 Tevita Tupouniua
- 4,113 Cody Toth
- 3,878 Jasmin Gallaga
- 3,739 Tangataotiuana Pasikala
- 3,681 Rosita Tumpap
- 3,628 Chad Kaczinski
- 3,496 Paul Smith
- 3,360 Kimberley Spinelli-Young
- 3,226 Roghie Hassan Loo
- 3,181 Dustin Dunbar
- 3,138 Michael van Delft
- 3,104 Noel Rose
- 3,085 Todd Lightner
- 3,085 Ifeanyi Ufondu
- 3,032 Justin Germany
- 2,991 Al-Karim Walji
- 2,970 Mike Sukhbaatar
- 2,928 Stuart McKenzie
- 2,915 Massoud Vaziri
- 2,868 Jennifer Wehrle
- 2,866 Katarzyna Nowak
- 2,854 George Taramas
- 2,839 Harvey Quinn
- 2,817 Ronald Rivera
- 2,814 Brock Lampee
- 2,813 Jose Rubio
- 2,698 Luckey Boston
- 2,698 Amy Shui
- 2,687 Ricardo Benson
- 2,678 David Ramirez

- \$2,653 David Herman
- 2,643 Anthony Sava
- 2,625 Scott Florin
- 2,617 Maria Avila
- 2,588 Jason Smith
- 2,583 Brett Van Effen
- 2,578 Kaleiokamaile Viena
- 2,577 Timothy Cruise
- 2,555 Van Ortega
- 2,545 Sean Grant
- 2,539 Aaron McLean
- 2,518 Alisha Armand
- 2,472 Nicholas Scordos
- 2,457 Todd Homer
- 2,443 Michael Merlo
- 2,430 Javier Diaz
- 2,419 Damaris Henderson
- 2,417 Samvel Tigranyan
- 2,380 Gjergji Zemblaku
- 2,379 Rayleen Kama
- 2,354 Daniel Bean
- 2,310 Erica Simpson
- 2,305 Ashley Wenning
- 2,304 Michael De Sadeleer
- 2,303 Lisa Magaw
- 2,288 Tehir Iqbal
- 2,274 Kevin Ishikane
- 2,267 Tiffiney Harmouche
- 2,261 Ruben Soberanes
- 2,261 Max Quasem
- 2,260 Jacob Skinner
- 2,204 Joshua Rauser
- 2,197 David Watkins
- 2,196 Michael Burningham
- 2,191 William Hoffman
- 2,191 Daniel Li
- 2,189 Soonalote Taogaga
- 2,183 Scott Remmey

- \$2,181 Alipate Makau
- 2,181 Christine Weatherspoon
- 2,166 Asenita Tiseli
- 2,164 Stephanie Novel
- 2,151 Bernadette Casciato
- 2,133 Hirenkumar Patel
- 2,133 Bradley Kampmeier
- 2,130 Mike Allen
- 2,126 Robert Ulreich
- 2,115 Ross Ewen
- 2,115 Marco Camire
- 2,106 Lesina Ah Sue
- 2,103 Emily Duykers
- 2,100 Rhiarna Russell
- 2,078 London Nelson
- 2,073 Deante Odom
- 2,066 Cristi Huffman
- 2,066 Jodi Raymond
- 2,052 Magdnalene Franklin-Holmon
- 2,049 Anita Ferris
- 2,036 Darrell Ballard
- 2,024 Stephanie Kell
- 2,022 Joey Kennedy
- 2,020 Mark Harhager
- 2,009 Michael Ashton
- 1,978 Daniel G Johnson
- 1,947 Jon Golin
- 1,941 Todd Neely
- 1,915 Michael May
- 1,909 Shelby Poston
- 1,891 Rita Charles
- 1,889 Sherry Schick
- 1,888 Lleison Martinez
- 1,882 Richard Carter
- 1,880 Christabel Ornelas
- 1,880 Elizabeth Tompkins
- 1,878 Pau Touta
- 1,865 Robert Granzow
- 1,855 Carly Ferraro
- 1,855 John Catalano
- 1,854 Brett Surgener

- \$1,853 Jonathan Banuelos
- 1,848 Maria Ramirez
- 1,848 Peria Afuamua
- 1,845 Fritznel Octave
- 1,823 Mele Makau
- 1,802 Sonia Tyner
- 1,791 Lamine Diakhate
- 1,781 Paul Torman
- 1,779 Orby Kelley
- 1,775 Kaylee Kielczewski
- 1,774 Veronica Alvarado
- 1,767 Matthew Obringer
- 1,763 Patricia Romero-Otero
- 1,758 Brian Welsh
- 1,758 Zakary Paladino
- 1,756 Matthew Kurey
- 1,753 Garret Kun
- 1,744 Lauren Eureka
- 1,742 Anna Midowicz
- 1,739 Violetta Goldman
- 1,737 Richard Tabanji
- 1,731 Tracy Procyk
- 1,728 Marie St Germain
- 1,722 Krystal Dalton
- 1,704 Ayrllahn Johnson
- 1,699 Mark Bleier
- 1,693 Kylee Saldivar
- 1,691 John Pipkin
- 1,684 Terrence Brown
- 1,676 Benton Tong
- 1,675 Timothy Nolan
- 1,669 Joseph Sarasin
- 1,668 Holly Anderson
- 1,664 Andrea Barenholtz
- 1,663 Hector Sartori
- 1,655 Joachim Jean
- 1,646 Shorne Brown
- 1,646 Orema Lee
- 1,630 Zachary Lakatos
- 1,629 Wei Xing
- 1,628 Michael Schumacher
- 1,625 Musediq Abdul

- \$1,624 Junbin Koh
- 1,622 Patrick Donovan
- 1,613 Omar Fernandez
- 1,599 Daniel Bauer
- 1,583 Harold Durana
- 1,577 Cathleen Hairston
- 1,577 Kristian Brennan
- 1,575 Bryan Juskiw
- 1,567 Carmela Pellen
- 1,562 Nakia Peters
- 1,561 Niurka de Armas-Duran
- 1,559 Shundrekia Smith
- 1,547 Angeliqve Lavaly
- 1,547 Sandra Byrd
- 1,538 Yvette Quintana
- 1,534 Juan Olvera
- 1,533 Nella Lejeune
- 1,531 Herivelto Pereira
- 1,529 Kehinda Pryor
- 1,524 Riley Peters
- 1,519 Marcel Roane
- 1,517 Alix Albright
- 1,512 Ryan Burns
- 1,510 Lawrence Hauck
- 1,505 Andrew MacKinnon
- 1,496 Kelly Todd
- 1,492 Kaprice Glover
- 1,483 Kasali Kotun
- 1,482 Lori Masiak
- 1,479 Corey LaVigne
- 1,475 John Turner
- 1,474 Travis Picklesimer
- 1,470 Denisia Davis
- 1,466 Ryan Fickert
- 1,465 Altair Astor
- 1,465 Michael Coulthard
- 1,464 James DePetro
- 1,461 Ala Awad
- 1,459 Kevin Haines
- 1,454 James Bonsall
- 1,453 Antoine Lutumba-Ntumba
- 1,452 Dawn Selden
- 1,448 Lucas Larson
- 1,440 Muhammed Ashraf
- 1,435 Ryan Tomajcik
- 1,432 Bethany Wyatt
- 1,431 Oleg Novitchii
- 1,430 Christian LaBoy
- 1,426 Xander Davis
- 1,421 Kenneth Cook
- 1,419 Suzette Mangol
- 1,419 Toni Mussara
- 1,419 William Parmeter
- 1,418 Alfred Uipa
- 1,414 Lockert Johnson
- 1,413 Tatiana Stoyanova
- 1,408 Somprathai Sopha
- 1,407 Tonya Sims
- 1,404 Edward Crocker
- 1,401 Samson Adelufosi
- 1,401 Maren Conway
- 1,394 Steven Stensrud
- 1,394 Steffi Wong
- 1,394 Toriano Landau-Bogan
- 1,389 Alex Boachie

- \$1,387 Jennifer Perez
- 1,381 Terrance Norfleet
- 1,380 Aaron Crosby
- 1,379 Matthew Bell
- 1,375 Tomasz Pawelec
- 1,375 Louis Reed
- 1,372 Gary Slocum
- 1,366 John Youkhanna
- 1,365 Jessica Moffitt
- 1,362 Kingsley Ke-Eh Tazinya
- 1,357 Alan Watkins
- 1,355 Abbey Marek
- 1,355 Elliott Zettas
- 1,354 Brian Gilmore
- 1,350 Laura Frew
- 1,350 Ivonne Perez
- 1,349 Yadollah Pourjalali
- 1,346 Sarah Ferguson
- 1,346 Lori Dacyk
- 1,343 Bruce Tan
- 1,341 Hyunchul Chung
- 1,340 James Reddick
- 1,340 Ricardo Alanis
- 1,337 Steve Bryant
- 1,331 Helen Taylor
- 1,323 Jordon Graham
- 1,323 Charles Belt
- 1,323 Steven Sibelman
- 1,321 Mark Neilson
- 1,320 Christopher Njue
- 1,316 Megan Cox
- 1,315 Roberto Navarro
- 1,314 Jackson Correia
- 1,313 Elifranc Deus
- 1,312 Sierra Healy
- 1,312 Kerlens LaRose
- 1,311 Jason Regan
- 1,309 Brett Maurice
- 1,306 Kirk Mumford
- 1,306 Henri Young
- 1,298 Virginia Lee
- 1,297 Polina Philbin
- 1,297 Kyle Schroeder-Gurnicz
- 1,296 Lashae Johnson
- 1,295 Sultan Deckard
- 1,294 Firuz Kodirov
- 1,290 Andrew Chambers
- 1,290 Mele Taufa
- 1,288 Deanna Cruz
- 1,287 Kimberly Riley
- 1,286 Joshua Rush
- 1,285 Christopher Castellon
- 1,280 Hinalai Hukehuke
- 1,276 Charlemagne Yu
- 1,276 Raymond Lau
- 1,273 Jason Wolfe
- 1,265 Brittany McGee
- 1,265 Donald Wold
- 1,263 Brittiani McMillan
- 1,260 Michael O'Donnell
- 1,260 Deante Young
- 1,258 Stephanie Kemash
- 1,255 Sarah Gilmore
- 1,249 Albert Alexander
- 1,247 Erik Bertsch

- \$1,246 James Alexander
- 1,241 Venus Grier
- 1,239 Heather Watts
- 1,236 Eric Hidy
- 1,236 Kymberly Littlejohn
- 1,233 Daniel Franke
- 1,233 Nunuiasolelei Alfreduipa
- 1,230 Ericka Martinez
- 1,228 Jesusdieu Portilus
- 1,228 Loloahi Havea
- 1,227 Michelle Martinez
- 1,224 Duni Olusegun
- 1,224 Gregory VanSuch
- 1,210 Chavelia Williams
- 1,209 Steve Marker
- 1,208 Christopher Weglarz
- 1,207 Cristian Garavito
- 1,206 Solomone Havea
- 1,205 Allan Krolikowski
- 1,203 Sean Hansen
- 1,202 Jasmine Smith
- 1,201 Elaine O'Neill
- 1,195 Andre Hawthorne
- 1,192 Matthew Koleszar
- 1,192 Ryan Folck
- 1,190 Ranjana Chopra
- 1,184 Marian Antar
- 1,182 Jason Sims
- 1,182 Ellen Schultz
- 1,179 Bryon Eddinger
- 1,175 Asiguy Haugabook
- 1,175 Joseph Tesone
- 1,174 David Rockway
- 1,172 Robert Drake
- 1,169 Pedram Mousavi
- 1,164 Joseph Frankine
- 1,162 Lora Beronja
- 1,156 Eric Credle
- 1,154 Kirk Mumford
- 1,149 Cherri Xie
- 1,147 Nic Iagulli
- 1,145 Alvin Ali
- 1,144 Collins Appiah
- 1,142 Kyle Lewicki
- 1,141 DeAnthony Hartman
- 1,132 Grant Husted
- 1,130 Kelly Matthews
- 1,129 Juan-Daniel Florez
- 1,129 Soana Feiloakitau
- 1,126 Melissa Foy
- 1,126 Dustin Edgell
- 1,124 Kelly Ekker
- 1,120 Gillian Harris
- 1,119 Vatapuia Vavau
- 1,114 Donald Gregoire
- 1,110 Denis Snyder
- 1,108 Preeti Sahgal
- 1,108 Aleksandra Salamonska
- 1,104 Kay Teague
- 1,104 Eliana Aristizabal
- 1,103 Christopher Shuman
- 1,102 Laurekins Pardovani
- 1,102 Renada Bogan
- 1,100 Nathan Brown
- 1,100 Nathan Doyle

- \$1,096 Jimez Parker
- 1,094 Joseph Hedborn
- 1,092 Shay Stephen
- 1,091 Aissa Diehl
- 1,073 Lydia Lozano
- 1,071 Sean Crampton
- 1,069 John C Garrett
- 1,063 Kayla Nagle
- 1,062 Martial Charles
- 1,059 Matthew Pierotti
- 1,056 Theresa Marcelissen-Zehr
- 1,055 Matthew Brazeau
- 1,050 Amandeep Gill
- 1,050 Carmen Campisi
- 1,045 Thomas Frank
- 1,044 Willie Tarr
- 1,044 Sione Maumau
- 1,042 Susan Scott
- 1,041 Carrie Gardner
- 1,038 Juanita Uilelea
- 1,030 Ashley Brake
- 1,029 Danie Frenette
- 1,029 Justin Vaughn
- 1,028 Alisi Tuifua
- 1,028 Cheikh Diop
- 1,023 Kaloni Tohi
- 1,020 Rachael Santee
- 1,020 Laila Arnerich
- 1,018 Bernardo Lopez
- 1,017 Ryan Feehan
- 1,016 Jeffrey Winokur
- 1,015 Sarita Dhaubhadel
- 1,015 Sandra Rodriguez
- 1,012 Kevin Bomar
- 1,010 Kelly McDonald
- 1,010 Thomas Agee
- 1,010 Dara Moore
- 1,009 Arthur Westergren
- 1,002 Jaclyn West
- 1,001 Delphine Leonard
- 997 Jessica Hartnett
- 996 Kristina McLain
- 996 Henry McCormick
- 996 Jamie Brown
- 990 Natalie Soboleva
- 990 John Koltay
- 990 Joel Nunez
- 990 April Anderson
- 990 Caroline Chambers
- 990 Elizabeth Lo
- 988 Mark Hart
- 987 Velonka Ale
- 984 Brent Bowling
- 984 Marissa Cobb
- 984 Eric LaBossiere
- 983 Edwin Rosa
- 982 Iman Chehli
- 982 Tyler Souza
- 982 Valarie Redmond
- 978 Colton Capps
- 978 Lasela Alatumu
- 976 Dustin Klingebiel
- 973 Emily Worzel
- 972 Shawn Lewicki
- 971 Manthajini Balendran

WORLD'S GREATEST BONUS - CONTINUED

970 Alex Smith	\$889 Pedro Vazquez Armenteros	\$801 David Norman	\$736 Dennis Hickey	\$673 Reece Mabery	\$617 Conrad Nieh	\$566 David Farone	\$520 William Russell
969 Maria Fe Abad-Barte	880 Igor Melcharek	801 Jenelle Melchior	735 Angelie-Marie Soto	673 Sathnarine Kumar	617 Heather Matchett	566 Salelani Leuta	520 Anne Strayer
968 Matthew Grewell	880 Ryan Orloski	800 Ernest Powell	735 Karen Ruyechan	673 Danny Mayorga	615 Chad McLaughlin	566 Joseph Giangrande	519 Brian Jacobs
968 Jeremy Gibson	879 Elias Boles	799 Alexander Schwartz	735 Kinashia Vickers	672 Liliana Felix	615 Tony Oronia	566 Amr Shater	519 James Larkin
967 Denis-Michael Catalano	877 Tze Teng Khoo	798 Derek DeProspero	734 Mahadai Kryshundayal	672 Kiera Winslow	613 Lee Chacon	566 Debra Dextradeur	518 Peter Chelule
966 Andrew Aaron	874 Angela DeVivo	795 Ariel Vela Della Vedova	734 Bilal Farsakh	671 Corina Araujo	612 Troy Plummer	564 Susan Bedrossian	517 Nina Carey
963 Jennifer Holliday	873 Christopher McFoy	794 Wanda Williams	733 Michael Dahms	669 Ilya Khanimov	611 Paul Beers	564 Aaron Voegel	517 Maurice Baritz
963 Daniel LaFontaine	872 Michael Mallia	794 Bryan Galligan	733 Anse Blake	667 Afuiva Vaai	610 Mahmoud Ebrahim	564 Dawei Liu	515 Julia Loboda
961 Matthew Wallace	870 Thomas Fleming	793 Roberto Torres	730 Lafi Papalii	666 Lee Jeffers	610 Heulett Suggs	563 Kera Ludwig-Monroe	515 Carolle Landry
961 Verneice Thomas	868 Justin Barker	793 Simona Means	730 Daniel Larocque	666 Randy O'Campo	609 Alyssa Cruz	563 Nicole Neary	515 Alan Grage
957 Joshua Schofield	868 Reinaldo Martinez	793 Demmerick Stevenson	729 Phillip Goodwin	663 Darion Casas	609 Wade LaFever	562 Christine Moore	515 Marsheila Fisher
953 Angel Cordero	866 Tom Weller	788 Brian Hutchings	729 Wendy Sotelo	660 Lawrence Leone	606 Adem Abdula	562 Julie Griffin	514 Patrick Gleason
951 Sheffard Finklea	866 Jyvon-Luc Doucet	787 Jonathan Gibford	729 Joshua Lenix	659 Whitney Roth	605 Alvin Delk	562 Melinda-Rae Lyse	514 Bernard Oliphant
950 Noah Miller	865 Nicholas Abbass	786 Ray Salmon	728 Lyndsi Griswood	657 Jebb Lyons	605 Tammy Satchell	560 Debra Sulak	514 Elizabeth Stowers
949 Cecil Johnson	864 Joe Simoneau	786 Alicia Albright	727 Britney Radix	655 Lisa Normile	605 Nadezhda Vitchev	559 Melinda Wittkop	513 Suzanne Sigler
949 Shelby Smith	864 Leya Kirchstein	785 Chantel Floyd	726 Erin Buchanan	655 Kareem Mutia	604 Carley Hosley	559 Shela Charlot	513 Melissa Chapman
949 Matthew Frost	864 Randolph Smith	783 Lisa Gomez	725 Twalya Alexander	653 Mynor Lemus	604 Hunter Houvener	556 Brittany Duncan	512 Christian Rodriguez
948 Karen Sessing	863 Graham Moore	783 Linda Briseno	725 Jordan Birdsall	652 Barbara Birdsall	604 David Pearson	555 Agatha Safford	512 Peter Hudousek
943 Tameka Jackson	861 Andrew Hieber	776 Bradley Christiansen	650 Darryl McCoy	647 Ronald Lackey	601 Raeann Bazzett	555 Robert Locke	511 Bradley Ha
941 Joseph Kanaan	859 Timothy Ross	774 Yvette Nelson	647 Ronald Lackey	646 Ivan Leung	601 Julie Jensen	554 Michael McCants	511 Ruben Terrero
941 Meghan Romero	857 Benjamin Adetunji	773 Emmanouil Paragiou	646 Ivan Leung	646 Benjamin Ainscough	600 James Smith	553 Carissa Pagano	510 Michael Loftus
941 Nicki Griffiths	855 Lily Tchen	773 Ralph Matarese	646 Robert Biser	646 Robert Biser	599 James Smith	553 Nicole Rex	509 Peter Gabranski
940 Alexcus Lethcoe	854 LaTonya Tucker	772 Ian Corn	645 Lisa Richardson	645 Lisa Richardson	596 Michael Tupou de la Vara	552 Austin Soboleski	508 Kurt Theis
937 Zachary Cripe	852 Mandy Johnson	772 Kimberle Spooner	645 Andrew Dorf	645 Andrew Dorf	596 Trey Leeder	550 Diana McNair	508 James Merriman
936 Lorena Herndon	852 Joshua Crisp	772 Meghan Modrak	644 James Frese	644 James Frese	595 Robin Tryzbiak	548 Jermeele Wilson	508 Wesley Cooper
936 Gerald Lake	851 Caroline Mikhail	770 Justin Bass	644 Evron Simon	644 Evron Simon	595 Carima Robinson	547 Peggy Gonzalez	506 Joey Sales
935 Vishwanath Sankaran	847 Omar Hashimi	770 Mark Vancosky	643 Christopher Ross	643 Christopher Ross	594 Jason Swanson	546 Glen Sprigg	505 Carlo Buhay
935 Siria Rodriguez	845 Byron Russell	769 Agata Kaluza	643 David Kerul	643 David Kerul	592 Robert Martinez	546 Ayman Elsalhy	502 Christian Archambeault
934 Whitney Poulin	843 Andrew Dale	768 Daymon Green	643 Carlos Pelayo	643 Carlos Pelayo	589 Chantel Ormonde	545 Edwin Cruz	501 Tagan Pollock
930 Nickoy Hylton	841 Alma Lozano	764 Frederick Gardner	642 Karen Hamilton	642 Karen Hamilton	588 Daniel Phares	545 Kyle Brady	501 Thomas King
929 Sariaka Rakotondrafara	841 Benjamin Mancillas	763 Stacy Hollingsworth	641 Shelby Lashley	641 Shelby Lashley	587 Elizabeth Hodgson	544 Jason Watson	501 Hector Casillas-Valdivia
929 Michael Frazee	840 Tyler Dean	758 Jesse L Martin	641 Lathesia Andrews	641 Lathesia Andrews	586 Vicki Schettler	544 Annemarie Diola	
925 Patricia Lambert	839 Dylan Kremlacek	755 Silvana Pajor-Flores	638 Colin Quigley	638 Colin Quigley	586 Victoria Perea	543 Kelsi Jewell	
925 Adeola Obasanya	838 Mitzi Roybal	755 Paul Streater	636 Cindy Blount	636 Cindy Blount	586 Hugo Flores	543 Jordan Lindsay	
922 Amy Donaghy	837 Cherie Mohn	755 Glenn Hampton	635 Marissa Boo	635 Marissa Boo	584 Evelin Castro-Sharif	542 Seth Aganski	
922 Jessica Lowry	835 William Neal	753 Richard Walus	635 Sandra Linse	635 Sandra Linse	583 Brandi Burnett	540 Verniecia Shivers	
921 Jessica Rhoades	831 Sarah Dulany-Gring	752 Robert Novotne	635 Marc Demilia	635 Marc Demilia	582 Zachary Farrell	539 Tracy Lepore	
919 Raul Melendez	831 Paramjit Sangha	752 Randy Schubert	634 Chien Nguyen	634 Chien Nguyen	582 Erick Snyder	538 Robert Ducharme	
918 Austin Smith	830 LaToya Clark	752 Stephanie Haarer	632 Lelei Seumanutafa	632 Lelei Seumanutafa	580 Andrew Colegrove	538 Carey McCormick	
917 Yaritza Romero	830 Virginia Lopez	751 Casey Allen	632 Jeffrey Serbin	632 Jeffrey Serbin	580 Maria Diringier	537 Jordan Rego	
917 Dewshanker Singh	829 Johnathan Hernandez	749 Lamont Sheppard	631 Theodore Greer	631 Theodore Greer	579 Michael Joshua	537 Joseph Hagerman	
916 Hakan Ozalpaskan	828 Luz Torres	749 Tammie Hartman	631 Tracy Bell	631 Tracy Bell	578 Gregory Bonnes	536 Scott Smith	
916 Matthew Halbmaier	825 Andrea Yee	749 Kendra Lesoski	631 Steven Trattar	631 Steven Trattar	578 Janet Ramirez	536 Courtney Schirra	
915 Derick Cavanaugh	824 Rashawn Jacobs	747 Edy Haddad	630 Steven Barbesh	630 Steven Barbesh	578 Kamal Tayyib	535 Matthew Hilton	
915 Melissa Losk	820 Kayla Taylor	746 Michael Russin	630 Todd Onstott	630 Todd Onstott	578 Jennifer Hartmann	534 Alireza Yaesubi	
915 Charles Firneno	819 Scott Hanna	746 Timetris Roberts	627 Joseph Kleeb	627 Joseph Kleeb	577 Joseph Tomanovich	533 Takesha Walker	
913 Nathan Sweet	819 Jose Olvera	745 Elaine Reed	626 Mauri Ramirez	626 Mauri Ramirez	576 Jeremy Engrav	533 Ashleigh Sweezo	
912 Badr Elkousy	819 Andrew Hynan	743 Dianne Jackson	625 Rachel Gallagher	625 Rachel Gallagher	575 Vincent Nicastro	532 Damaris Perry	
911 Salamanaia Ah-Kuoi	816 Benita Jackson	743 Derrick Wright	625 Priscila Gonzalez	625 Priscila Gonzalez	575 Liam Gillis	532 Kevin Tomanovich	
909 David Nham	814 Patrick Rieger	743 Emily Sutton	625 Thomas VanOsdol	625 Thomas VanOsdol	573 Yves Joseph	531 Rocio Hernandez	
908 Devon Gillissie	813 Sarah Vacheresse	742 Orett Nelson	625 George Wilder	625 George Wilder	572 Joseph Quattrochi	531 Steven Mason	
908 Ritia Tokahere	811 Jennifer Griffin	742 Alicia	624 Jonathon Westwood	624 Jonathon Westwood	572 Carey Wilder	528 Barbara Leader	
908 James Lawson	808 Diana Mendez	Souvannasane-Nguyen	624 Ibrahim Rasheed	624 Ibrahim Rasheed	571 Michael Stuver	527 Yihao Chen	
907 Ulrich Jansen	808 Lisa Woodson	741 Toby Taylor	622 Herbert Halalilo	622 Herbert Halalilo	570 Kashief Perkins	527 Rosette Berban	
905 Shanita Ellmers	808 Scott Davison	740 Brandon Leonardo	620 Mark Watkins	620 Mark Watkins	570 Brandon Perry	527 Bret Hamlin	
903 Vinicia Moore	807 Tiffany Babin	740 Donrie Purcell	619 Kristen Kinder	619 Kristen Kinder	569 Vincent Huen	526 Stephen Giallombardo	
902 Antonina Tusivili	806 Lucretia Wesley	739 Aaron Childress	618 Murray Nagler	618 Murray Nagler	569 Ashley Liedka	525 Thomas Reddoch	
900 Jared Mercer	805 Sherrie Johnson	737 Hector Santoni	618 Horace Johnson	618 Horace Johnson	569 Dan Ikei	524 Stephanie Moreno	
898 Erin Nicole	803 Richard Nypower	737 Alba Williams	618 Elisabeth Musarra	618 Elisabeth Musarra	568 Ryan Landmark	523 James Harding	
893 Darrielle Morris	802 Julianne Scavo	737 Mohammed Hoque			568 Raquel Hernandez	522 Joaquin Santos	

LEADERSHIP BONUS



1 **MARIAN SERTLER**
\$26,461
Sabrina Lloyd

2 **ZACH OTTO**
\$25,165
Sabrina Lloyd

3 **Ofa Tupouniua**
\$24,735
Steve Friedlander

4 **PATRICK BENDURE**
\$21,680
Surace-Smith

5 **ROBERT KANAAN**
\$19,885
Imran Satti

SEPTEMBER BONUS LEADERS September Bonus Payout: \$1,474,080

September Bonus Qualifiers: 1,158

- \$26,461 Marian Sertler
- 25,165 Zach Otto
- 24,735 Ofa Tupouniua
- 21,680 Patrick Bendure
- 19,885 Robert Kanaan
- 15,935 Matthew Parks
- 15,840 Stephen Hill
- 15,809 Bobby Szwaja
- 14,223 Nicholas Moore
- 13,598 Justin Adams
- 12,731 Doreen Ryan-Foti
- 12,571 Daniel Hartwig
- 12,545 Syed Quadri
- 12,240 Cynthia Schneiderman
- 11,410 Marc Salvaggi
- 11,399 Todd Glazer
- 10,988 John Conard
- 10,595 Sean Velasquez
- 10,360 Ryan Bisanz
- 9,933 Melne Lewis
- 9,928 Kyle Wrabel
- 9,887 Jordan Chalom
- 9,055 Michael Denton
- 8,984 Bobby Gujral
- 8,878 Nasr Quadri
- 8,824 Harold Durana
- 8,791 Marisa Willgruber
- 8,504 Corey Helly
- 8,415 Monica Brown
- 8,367 Ryan Wilson
- 8,223 Levar Morgan
- 8,187 Patrick Knouse
- 8,154 Michael Gerstein
- 8,138 Larry Giddens
- 8,043 Steve Svendsen
- 7,968 Hal Herman
- 7,934 Ryan Hall
- 7,776 Matthew Diulus
- 7,695 Michael Romeo
- 7,564 Britton Costa
- 7,209 Ransley Vazquez
- 6,857 Brian Zuzick
- 6,836 Aaron Ralston
- 6,804 Alex Torruella
- 6,780 Cara DeFiore
- 6,614 Michael Clemente
- 6,607 Joshua Jackson
- 6,418 Michael Vasu
- 6,391 Atta Saleh

- \$6,342 Paulo Miranda
- 6,326 Corey Hallam
- 6,262 Raymond Risucci
- 6,252 Timothy Wilson
- 6,241 Ryan O'Malley
- 6,039 Joshua Olin
- 5,891 Mark Beckford
- 5,819 Daniel Vilas
- 5,657 Emmanuel Villaseñor
- 5,481 Sharif Grays
- 5,463 Jesse Spencer
- 5,401 Reynolds Akuamo
- 5,345 Andrew McQuade
- 5,229 Michelle Crowe
- 5,202 Matthew Turquist
- 5,197 Melinda-Rae Lyse
- 5,191 Erin Allen
- 5,132 Michael Musso
- 5,128 Michael Mandella
- 5,065 Jamey Haugen
- 4,989 Gabriel Feldmann
- 4,987 David Wang
- 4,960 David Thornton
- 4,895 David Guzman
- 4,872 Angel Patryluk
- 4,808 Ryan Stenglein
- 4,713 Blake Higuchi
- 4,696 Craig Stropf
- 4,671 Jack Keiderling
- 4,652 Liam Flaherty
- 4,647 Christopher Rodriguez
- 4,639 Jonathan Emura
- 4,630 Nicholas Lorence
- 4,625 Ibrahim Bah
- 4,581 Alexandra Graham
- 4,570 Magda Figueiredo
- 4,552 William Brookshire
- 4,525 Horace Johnson
- 4,507 Christopher Earle
- 4,505 David Schanuel
- 4,471 Alex Kae
- 4,409 Samuel Cohen
- 4,375 Dustin Dunlap
- 4,364 Mavrick Fredericks
- 4,358 Steven King
- 4,281 Jean Joseph
- 4,270 Albert Serur
- 4,232 Sebastian Kazek
- 4,179 Robert R Hamilton

- \$4,159 Ala Awad
- 4,056 Tim McAdams
- 3,929 Ari Bykofsky
- 3,897 Zachary Santino
- 3,885 Souleymane Bah
- 3,842 Herman Fennell
- 3,829 Jinelly Urena
- 3,792 Mark Hileman
- 3,777 Humberto Quintero
- 3,746 Kody Kramme
- 3,723 Ariana Jones
- 3,688 Jimmy Tchen
- 3,596 Mark Kukielski
- 3,589 Unique Hunnicutt
- 3,587 Arie Davis
- 3,532 Beau Locker
- 3,465 AshLynn Orng
- 3,435 John Leggio
- 3,409 Christopher Hintz
- 3,392 Darron Hacker
- 3,363 Amy Baird
- 3,333 Natalie Wagner
- 3,282 Charles Ferrari
- 3,271 Andre Bent
- 3,191 Carl Carlberg
- 3,183 Jessica Wilhite
- 3,180 Dorothy Niederer
- 3,174 Patrice Amador
- 3,165 Christopher Akins
- 3,155 Samneang Prom
- 3,148 Evan Holzhauer
- 3,135 Stephen Jeung
- 3,104 Christine Araujo
- 3,063 Henry Ingraham
- 3,056 Sara Vaz
- 2,987 Nicholas Engrav
- 2,950 Lisa Martin
- 2,934 Luay Ghawi
- 2,914 Jessica Santamarina
- 2,862 James Keefer
- 2,835 Brandon Teter
- 2,835 Aaron McKenney
- 2,793 Jesse O Martin
- 2,728 Ryan Tucker
- 2,693 Scott Kim
- 2,657 Gevorg Yanukyan
- 2,651 Moli Kaufusi
- 2,621 Devon Chapman
- 2,614 Lorena Barriere

- \$2,611 I-Perfection Harris
- 2,606 Thomas Vena
- 2,581 Jason Lee
- 2,576 Brian Welsh
- 2,555 Minh Phung
- 2,550 Robert Schneiderman
- 2,548 Avi Kauderer
- 2,541 Richard Mansfield
- 2,532 Peter Van Der Westhuizen
- 2,475 Brandon Baker
- 2,473 Shelly Russell
- 2,471 Jake Yagjian
- 2,465 William Myatt
- 2,454 Brandi Hershey
- 2,441 Jameetri Washington
- 2,369 Ryan Fickert
- 2,346 Trevor Mayer
- 2,327 Ho Tran
- 2,313 Nacole Newbold
- 2,270 Brian Schreiter
- 2,250 Tracy Hayes
- 2,247 Charley Forshee
- 2,227 Adeyemi Akinade
- 2,208 Patrick Cremeans
- 2,201 Mike Hudnall
- 2,189 Sathnarine Kumar
- 2,176 John Nieves
- 2,163 Jorge Guerra
- 2,160 Arthur Sigler
- 2,138 Robert Nolan
- 2,125 Christina Meyer
- 2,114 Devin Adams
- 2,088 Craig Ebinger
- 2,059 London Burnett
- 2,025 Enrique Sandoval
- 2,020 Rodney Ward
- 1,969 Scott Montgomery
- 1,967 Maria Soliz
- 1,955 Kenneth Greer
- 1,953 Patrick Duray
- 1,924 Christopher Dicks
- 1,923 Jonni Ng
- 1,921 Christine Jesoraldo
- 1,914 Kevin Tucker
- 1,910 Amie McCracken
- 1,868 Dean Jensen
- 1,838 Natalie Linker
- 1,825 Elyse Bryan
- 1,819 Tyler Worstell

- \$1,806 Ileana Rosas
- 1,800 Claude Harriott
- 1,796 Jamal Simmons
- 1,792 Tony Geer
- 1,791 Shorne Brown
- 1,785 Taneshia Solomon
- 1,775 Duane Shaw
- 1,756 Alon Fischer
- 1,750 Daniel Dunham
- 1,750 Lynne Hebert-Ouellette
- 1,746 Patrick Stenglein
- 1,742 Joshua Goodman
- 1,741 Shawntae Collins
- 1,738 Bradley Gray
- 1,738 Andrzej Sertler
- 1,716 Ricardo Subero
- 1,700 Nicholas Scordos
- 1,699 David Rigney
- 1,684 Carlos Arballo
- 1,662 Tyler McKnight
- 1,650 Zoltan Krecsko
- 1,599 Robert Park
- 1,588 Kade Beck
- 1,587 Casey Kunash
- 1,575 Steven Rios
- 1,556 Drew Sharp
- 1,550 John Napiza
- 1,539 Christina Barbee
- 1,525 Stephen Giddens
- 1,507 Pamela Altman
- 1,505 Albert Lau
- 1,502 Brandon Summerton
- 1,500 Brent Bowling
- 1,484 Matthew Conrad
- 1,456 Ryan McIntosh
- 1,450 Pauline Cresswell
- 1,450 Jamil Harris
- 1,450 Shun Jackson
- 1,443 John McGrath
- 1,426 Michael Loridas
- 1,407 Phillip Jenkins
- 1,403 Michael Williams
- 1,390 Lawrence Smith
- 1,388 Brian Gilmore
- 1,383 Martha Zelaya
- 1,381 Rafi Nawabi
- 1,363 Robert Wright
- 1,350 Patrick Guthrie
- 1,350 Julie McQuoid
- 1,350 Natalie Soboleva
- 1,350 Oliver Zettas
- 1,325 Lesina Ah Sue
- 1,325 Erica Fitzsimmons
- 1,325 Jeffrey Gilliana
- 1,325 Calvin Irving
- 1,325 Christopher Kennedy
- 1,325 Michael Nowak
- 1,313 Joseph Cruickshank
- 1,310 Mark Dombrowski
- 1,303 Kayla Bisinger
- 1,300 Cameron Cimino
- 1,295 Richard Barbour
- 1,287 Jonathan Phillips
- 1,284 Badum Maaloo
- 1,273 Christopher Chovanec
- 1,265 James Smith
- 1,256 Bryan Fronberger
- 1,250 Jackson Cook
- 1,246 Paul Samra
- 1,246 Anita Ferris
- 1,243 Min Jiang
- 1,238 Matthew Bogle
- 1,233 Jonni Ng
- 1,217 Amanda Hogan
- 1,217 David McCusker
- 1,200 Jerricho Call
- 1,200 Rebecca Klebsch
- 1,200 Chelsie Young
- 1,196 Joshua Cosentino
- 1,188 O'Neil Cooper

- \$1,188 Michael Shaba
- 1,167 Randy Markland
- 1,163 Jason Ryen
- 1,156 Jesse Rennich
- 1,150 Troy Elliott
- 1,150 Sandra Sandoval
- 1,150 Gabriela Sime
- 1,140 Jennifer Holliday
- 1,138 Rory Olson
- 1,133 Peter McEnaney
- 1,125 Patricia Cicerale
- 1,125 Joshua Krueger
- 1,125 Grant Myers
- 1,120 MaryAnn Cruz
- 1,119 Jamie Faulkner
- 1,117 Aaron Friedlander
- 1,113 Pablo De La Cruz
- 1,113 Janel Wilder
- 1,088 Amber Dregalla
- 1,088 Polina Philbin
- 1,075 Harrynarine Ramoutar
- 1,073 Shahab Mahdavejad
- 1,067 John Collins
- 1,064 Brooke Spain
- 1,063 Christopher Murray
- 1,061 Kevin Appasamy
- 1,051 Austin Bolz
- 1,050 Patrick Rieger
- 1,050 Sergi Ruiz
- 1,050 Regina Trotter
- 1,044 Anthony Theriault
- 1,042 Kathryn Chaisson
- 1,038 Jorge Alvarez
- 1,038 Antonio Ramirez
- 1,032 Daniel Walton
- 1,025 Derron Alexander
- 1,025 Elias Boles
- 1,025 David Higa
- 1,025 Holly Lacey
- 1,025 Michael Laramie
- 1,025 Hirenkumar Patel
- 1,025 Kasey Williamson
- 1,015 Donald Dowbor
- 1,000 Immacula Jacques
- 1,000 Gregory VanSuch
- 990 Marcia Matthews
- 978 Tatjana Tiki Tikhonov
- 975 Bilal Farsakh
- 963 Aldina DaRosa
- 963 Stacy Hollingsworth
- 963 Nicholas Pelham-Clarke
- 950 Jonathan Boyd
- 950 John Donovan
- 950 George O'Shea
- 950 Kyle Schimizzi
- 938 Felicity Hammill
- 936 Spencer Rowland
- 925 Mir Khan
- 917 Meaghan Kehl
- 913 Oscar Betancourt
- 913 Jordan Fenrich
- 913 Kyle Lewicki
- 913 Dominic Telymonde
- 909 Sheila Downey
- 900 Andrew Hynan
- 900 Phillip McElfresh
- 894 Darren Miller
- 888 Marta Cunha
- 888 Mike Lade
- 888 Adam Stowe
- 875 Jahhad Crawley
- 875 Jeffree Kawamoto
- 863 Paavo Cymanow
- 863 Erin Moyer
- 863 Fritznal Octave
- 855 Lucan Schmidt
- 850 Anthony Batista
- 850 Tammie Hartman
- 850 Andre Hawthorne
- 850 Alexander Keats
- 850 Patrick Kushla
- 850 Oscar Ortiz
- 847 Emilee Manthey
- 838 Lisa Richardson

- \$838 Herbert Stell
- 825 William Hoffman
- 825 Jun Park
- 825 Elizabeth Tompkins
- 821 Mario Andres Chavez
- 819 Justin Barker
- 813 Andrew McCarthy
- 813 Tibor Simon
- 803 Mohammed Moalawi
- 800 Scott Davison
- 800 James DePetro
- 800 Ulrich Jansen
- 800 Arien Seemann
- 800 James Sodan
- 800 Jenna Valentine-Thomas
- 788 Bernard Ballou
- 788 Duni Olusegun
- 784 Samantha Sliger
- 782 Anastacio Baeza
- 775 Alvin Ali
- 775 Lineti Pasikala
- 775 Deja Wesby
- 763 Brett Maurice
- 763 Ashley Wenning
- 750 Danielle Barker
- 750 Emad Fakhreddine
- 750 John McDougald
- 750 Maresa Rone
- 750 Adrian Segalla
- 738 Winston Hills
- 738 Ramon Velasquez
- 725 Frank Cordaro
- 725 Mele Makau
- 719 Marci Dowbor
- 719 Eric Peyton
- 700 Angela Bauer
- 700 Rita Haidinger
- 700 Damaris Henderson
- 700 Diana Mendez
- 688 Lamar Livingston
- 688 Nicholas Triantafyllidis
- 675 Nelson Bohannon
- 675 Gretchen Crady
- 675 Tarek Elabasy
- 675 Tucker Gregor
- 675 Thor Leighton
- 675 Jeremy Schroeder
- 670 Jason Green
- 667 John Sparby
- 664 Thomas King
- 663 Muhammed Ashraf
- 658 Chad McLaughlin
- 652 Daven Hermosura
- 652 James Bailey
- 650 John Bacaron
- 650 John Barnes
- 650 Shalom Chaimov
- 650 Jacob DeBoer
- 650 Christine DiSanto
- 650 Alta Herpel
- 650 Michel LaHaye
- 650 Demitrius Lucas
- 650 Jamie Schulz
- 650 Shelley Suggett
- 650 Connor Sullivan
- 650 Daniel Toshner
- 630 Benjamin Ainscough
- 625 David Chen
- 625 Donald Devoise
- 625 Antonio Evans
- 625 James Harding
- 625 Kevin Kyler
- 625 London Nelson
- 625 Steven Sibelman
- 625 Ronald To
- 625 Rachael Trader
- 625 Derek Woo
- 613 Tina Phongsavath
- 613 Paul Streater
- 612 Melissa Quintal
- 605 Tara Weisz
- 600 Conrad Brown
- 600 Ryan Feehan
- 600 Summer Gonzalez
- 600 Hunter Houvener
- 600 Teng Lim

- \$600 Tyler Peworchik
- 600 Joey Sales
- 600 Cynthia Sittig
- 600 Kingsley Ke-Eh Tazinya
- 600 Troy Williams
- 594 Christopher Clark
- 585 Les Swain
- 581 Randy O'Campo
- 581 Joseph Quintons
- 575 Robert Brod
- 575 Paul Cossier
- 575 Leticia Fields
- 575 Jacob Gill
- 575 Christian LaBoy
- 575 Marcus Moody
- 575 Nikolas Moreschi
- 575 Eric Thompson
- 566 Timothy Buckner
- 563 Leah Geiser
- 550 Susan Bedrossian
- 550 Robert Chun
- 550 Lori Dacyk
- 550 Samantha Earle
- 550 James Frodyma
- 550 Rachel Gallagher
- 550 Erna Gasanin
- 550 Amanda Hubbard
- 550 Jayshaun Johnson
- 550 Nicholas Lasala
- 550 Julianne Scavo
- 550 William Soulier
- 542 Tim Schroeder
- 538 Ernest Powell
- 538 Paul Regner
- 533 James Pierce
- 531 Christine Barbour
- 525 Yenisse Abreu Ramirez
- 525 Saba Atai
- 525 Corey Borden
- 525 George Connell
- 525 Marce Garbett
- 525 Steve James
- 525 Julia Loboda
- 525 Boris Mendes
- 525 Emmanouil Paragiou
- 525 Soonalote Taogaga
- 519 Kiet Truong
- 513 Jennifer VanKerckvoorde
- 512 Heather Cullen
- 506 Zathia Zarza
- 503 Robert Drake
- 500 Charles Belt
- 500 Carlo Buhay
- 500 Tyler Dean
- 500 Taylor Foster
- 500 Ricardo Galvez
- 500 Ivonne Goodwin
- 500 Jeffrey Hall
- 500 Dustin Holtz
- 500 Cornelius Jones
- 500 Michael Kachenmeister
- 500 Fran Kolos
- 500 Angelique Lavaly
- 500 Jane Rowell
- 500 Austin Soboleski
- 500 Michael Tribbitt
- 500 Tony Wibowo

SA/GA DIRECT CODE FIELD TRAINING BONUS

REINSTATEMENT BONUS

1	2	3	4	5
				
LYNNE HEBERT-OUELLETTE \$6,168 Imran Satti	ANDRZEJ SERTLER \$5,827 Sabrina Lloyd	PAULINE CRESSWELL \$5,619 Steve Friedlander	LINETI PASIKALA \$5,595 Steve Friedlander	JERRICHO CALL \$4,737 Sabrina Lloyd

1	2	3	4	5
				
SAMI MOGANNAM \$3,805 Jatoff-Foti	DASON PHAUL \$2,500 Theodore Pappas	BRADLEY WEIGAND \$2,194 Surace-Smith	MITCHELL LOOK \$2,019 Surace-Smith	MAURICE BARITZ \$1,869 Chris La Fond

SEPTEMBER BONUS LEADERS September Bonus Payout: \$260,569
September Bonus Qualifiers: 404

SEPTEMBER BONUS LEADERS September Bonus Payout: \$39,934
September Bonus Qualifiers: 120

- | | | | |
|--|---|---|--|
| <ul style="list-style-type: none"> \$6,168 Lynne Hebert-Ouellette 5,827 Andrzej Sertler 5,619 Pauline Cresswell 5,595 Lineti Pasikala 4,737 Jerricho Call 4,455 Michael Nowak 3,929 Steven Rios 3,411 Elizabeth Tompkins 3,105 Patrick Guthrie 3,070 Rachel Gallagher 2,966 Stephen Giddens 2,864 Kasey Williamson 2,849 James Sodan 2,837 Robert Schneiderman 2,639 Nicholas Scordos 2,628 Duane Shaw 2,619 Nacole Newbold 2,614 Jonathan Boyd 2,586 John Donovan 2,568 Joseph Cruickshank 2,343 Conrad Brown 2,306 Craig Ebinger 2,276 Nicholas Lasala 2,267 Frank Cordaro 2,257 Elias Boles 2,224 Derron Alexander 2,054 Genesis-Jane Hall 2,036 Michael Shaba 2,018 Nelson Bohannon 1,986 Lesina Ah Sue 1,894 Pablo De La Cruz 1,849 Donald Devoise 1,815 Patricia Cicerale 1,709 Bradley Gray 1,671 Oscar Betancourt 1,666 Michael Laramie 1,661 Moli Kaufusi 1,642 Antonio Ramirez | <ul style="list-style-type: none"> \$1,633 Holly Lacey 1,631 James Harding 1,622 Christine Barbour 1,614 Caleb Hardy 1,601 Erica Fitzsimmons 1,582 Tyler Peworchik 1,581 Christina Meyer 1,560 Demetrius Lucas 1,559 Enrique Sandoval 1,544 Oliver Zettas 1,537 George Connell 1,532 Badr Elkousy 1,486 Daniel Dunham 1,485 Boris Mendes 1,461 Natalie Soboleva 1,455 Jamie Faulkner 1,455 Ricardo Galvez 1,405 Kyle Schimizzi 1,402 Jackson Cook 1,394 James Frodyma 1,387 Donald Felix 1,373 Kyle Lewicki 1,369 Julia Loboda 1,365 Rory Olson 1,360 Erin Murray 1,355 London Nelson 1,326 Claude Harriott 1,306 Cody Toth 1,291 Thor Leighton 1,172 Adam Stowe 1,152 Jamie Schulz 1,147 Joshua Krueger 1,140 Andre Hawthorne 1,106 John Bacaron 1,103 Jeffrey Gilliana 1,101 Chelsie Young 1,080 Regina Trotter 1,051 Abdelaziz Farsakh | <ul style="list-style-type: none"> \$1,001 Jenna Valentine-Thomas 992 Ulrich Jansen 971 Gabriela Sime 966 Tom Weller 966 Jason H Lee 963 Erin Nicole 961 Melinda Witkop 944 Mele Makau 942 Patrick Kushla 930 Laura Parker 903 Jacob Gill 895 Alon Fischer 886 Phillip McElfresh 885 Michael Michi 879 Tyler Worstell 866 Corey Borden 858 Antonio Evans 856 Tammie Hartman 853 Michael O'Donnell 848 Samantha Earle 838 Austin Soboleski 824 Mike Lade 818 Cameron Cimino 817 Melissa Foy 817 James DePetro 815 Jun Park 811 Geddes Robinson 802 Ivonne Goodwin 791 Delmy Diaz-Cervantes 788 Kade Beck 788 Kimberle Spooner 769 Jennifer VanKerckvoorde 765 Brett Maurice 737 Jorge Alvarez 732 Marta Cunha 731 Reinaldo Martinez 727 Jesse Harris 714 Lea Jenkins | <ul style="list-style-type: none"> \$713 Leah Geiser 706 Sandra Sandoval 701 Paul Streater 697 Luaao Leota 685 Hirenkumar Patel 682 Sofia Valji 677 Michael De Sadeleer 675 Paul Zuzick 666 Immacula Jacques 661 Shun Jackson 660 Kevin Kyler 657 Diana Mendez 653 Badum Maaloo 649 Sebastian Jeppsson 646 Stacy Hollingsworth 635 Solomone Havea 634 Christopher Kennedy 620 Anna Pulit 592 Liam Gillis 586 Robert Brod 579 Ian Richard 569 Paul Cossier 549 Kingsley Ke-Eh Tazinya 549 Aissa Diehl 539 Christian LaBoy 536 Peggy Gonzalez 535 John Barnes 530 Heather Miller 526 Amber Dregalla 523 Cassandra Ragucci 522 Acacia Mark 520 Lori Dacyk 507 Kayla Taylor |
|--|---|---|--|

- | | | | |
|--|--|---|--|
| <ul style="list-style-type: none"> \$3,805 Sami Mogannam 2,500 Dason Phaul 2,194 Bradley Weigand 2,019 Mitchell Look 1,869 Maurice Baritz | <ul style="list-style-type: none"> \$1,619 Nabil Spahi 1,352 Herivelto Pereira 1,271 Andrea Yee 1,257 Meakie Grice 1,224 Ronald Friedlander | <ul style="list-style-type: none"> \$1,195 Ryan Vopat 861 Joseph Smith 729 Muhammed Ashraf 707 Benton Tong 605 Richard Walus | <ul style="list-style-type: none"> \$540 Anna Senra 518 Nikki Crosby |
|--|--|---|--|

4 BONUS TOTAL: \$3,216,087

WORLD'S GREATEST \$1,441,504	LEADERSHIP \$1,474,080	SA/GA TRAINING \$260,569	REINSTATEMENT \$39,934
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September Qualifiers — Outstanding Producers & PR Representatives:



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Cohen-Cohen
32nd Qualification
\$73,720 Net ALP
84.4 Ret



Ryan Kendl

Altig-Orlovic
11th Qualification
\$212,002 Net ALP
85.3 Ret



Katie Massart

Altig-Orlovic
9th Qualification
\$100,749 Net ALP
90.3 Ret



Soonalote Taogaga

Steve Friedlander
1st Qualification
\$55,000 Net ALP
81.7 Ret



Julie Aprahamian

Chris Hernandez Agency
Contract Date 06/09/99
Qualified September of 2014
\$1,003,730 of Net ALP

Directors of the Month



Driving Excellence

Sales Director of the Month

Leaders growing leaders!

Murray Horowitz



Murray had 78.1% growth over September of 2013.

PR Director of the Month

Leaders growing leaders!

Beth Farm



Beth is the Top Director for September 2014 with 116.86% Lead Growth.

Perspective



Rob Falvo

Executive Vice President
AIL & NILICO

Trust in the Power of Pursuit

You've dreamed many dreams that were yours for the taking. In fact, almost all of them were well within your reach. Even now, most of what you dream can be yours.

The simple secret is the seeking. Pursuit! Dreams begin to crystallize into reality when they are pursued.

The world behaves differently when you actually take action to go after what you want. What you wish "could be" starts becoming. The dream moves in your direction, begins to come to you, even as you reach for it.

Consider this: the dreams you have realized in life are those which you actively sought. That which you have achieved is what you decided to go for, in one way or another. You can "think positively" all day long, all year, but positive action is what counts.

Wishing, longing, wanting, desiring ... these are not the same as pursuing a dream. These are mental states, and can play an important role in the process of becoming a better you. But they are essentially passive. Pursuit, on the other hand, is active. Reaching for your dream is behaving — moving — and it shortens the distance between you and your goal.

As you move into the final months of 2014, remember: these are the months to sow the seeds for reaping rewards in 2015. REVISIT your dreams! At a time when most people are hoping just for status-quo, we are associated with a company that is experiencing tremendous growth. We can still dream. Most importantly, we can PURSUE our dreams.

Pursuit is what makes the difference. Reaching for what you want increases the odds, immediately and drastically, of getting it. When you act and extend yourself toward your dream, "what you want"

“You can't change your life for the better by being passive. You must move on your dreams. You must leave the cover of safety. You must place your trust in action.”

becomes part of a dynamic exchange between the world and you working together.

You can't change your life for the better by being passive. You must move on your dreams. You must leave the cover of safety. You must place your trust in action.

Always remember:

Matthew 7:8

For everyone who asks receives, and the one who seeks finds, and to the one who knocks it will be opened.

Rob Falvo



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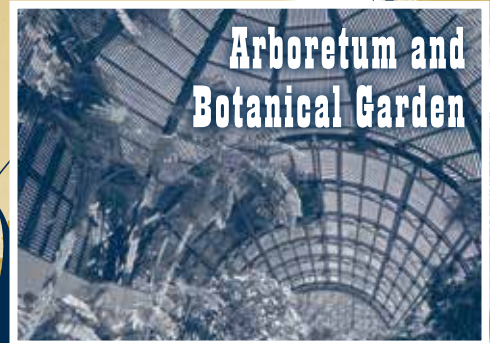
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